

The

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V. 33 n.3

NEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



Testing Physical Properties of Flavors

Testing Organoleptic Properties of Flavors

How to Use Pop Corn in Confections

The Texture of Chocolate

MARCH 1953



TINSCO. AMERICANIA

WORLD'S LARGEST SELLING VANILLIN

Consult Your Flavor Supplier

Sterwin Chemicals INC

1450 BROADWAY, NEW YORK 18, N. 445 LAKE SHORE DRIVE, CHICAGO 11,

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Real good Raspberry



The best thing about Alva Raspberry flavor is that it really
tastes like the best raspberry. Alva flavors are especially
developed for every confectionery use.

Write for a sample and we'll send a flavor that gives "real good raspberry" taste in your finished confection.

VAN AMERINGEN-HAEBLER, INC.

521 WEST 57th STREET NEW YORK 19, N. Y.



ICAGO 11, for March, 1953

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# FRESH PINEAPPLE?. I ADORE IT!



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Anyone who's tasted FRITZSCHE'S Fresh Pineapple adores it. But that is just one of dozens of mouth-watering flavors that grace the FRITZSCHE line, - each and every one the time-tested product of an old-established firm, long noted for the goodness, uniformity and dependability of its flavors. Food, beverage and confectionery manufacturers can cater most successfully to the varied taste preferences of their customers by relying upon these quality-proved selections of the house of FRITZSCHE . . . A FIRST NAME IN FLAVORS SINCE 1871..

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# All business is specialized

... and The Manufacturing Confectioner is the only Specialized magazine for candy manufacturers only

This smart business man spends his time where every sitzmark parks a prospect at his feet. He specializes. Your business is specialized, too . . . and so is your business paper. It's concentrated on your business. Both editorial and ad pages report what's new that's good . . . sugest new methods . . . gather in one place a raft of ideas on where-to-buy-what.

That's help you can't find concentrated into such quick reading time anywhere else! It's simple sense to read every page . . . every issue.

NEXT ISSUE you'll be reading about . . .

### **PACKAGING**

The next issue will be a preview of the packaging show to be held in Chicago April 20-23 at Navy Pier. This is one of the biggest industrial shows put on in the world, and should be visited by every candy executive who has an interest in packaging, whether its packaging machinery, materials, designs, literature, or any other special phase of this field. The Manufacturing Confectioner will bring you information on the exhibits, especially those that you should count on seeing. There is no better place to read about candy packaging than in the Manufacturing Confectioner, and no better place to see and talk packaging than at the packaging show. Read our April issue for details, and plan to spend at least one day at the packaging

One of a series of ads prepared by THE ASSOCIATED BUSINESS PUBLICATIONS



MARCH Vol. XXXIII 1953 No. 3

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COVER: Operator checks the flow of mints from a rotary tabletting press at Life Savers.

EARL R. ALLURED-Founder

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WHEN MAKE THOSE CANDIES PEOPLE ENJOY EVERY DAY USE



CORN SYRUP CORN STARCH AND DEXTROSE CLINTON FOODS INC CLINTON IOWA

# Confectioners' Briefs

• David Baldi has been named superintendent of 17% o the Sweetest Maid candy division of Griggs, Cooper foreme & Company, St. Paul, according to H. L. Williams, pany of plant manager. Mr. Baldi has spent 25 years in 21%. candy manufacturing, and was previously associated with the Commercial Candy Company of Chicago, and with the Candy Division of the Kroger Company of Cincinnati.







• Herman L. Heide, president of Henry Heide, Inc. has announced the election, by the board of directors of Andrew H. Heide formerly Vice-President to Executive Vice-President; Victor H. Heide formerly Assistant Vice-President to Vice-President and Secretary; Vincent H. Heide formerly Assistant Vice-President to Vice-President and Assistant Secretary. All three executives are grandsons of Henry Heide, Sr., founder of the 84 year old firm. Andrew and Vincent Heide are sons of the late Julius A. Heide and Victor Heide is a son of the late William F. Heide. Each of the newly elected officers The c has had extensive experience in various phases of the business. Andrew has been with the company 20 years; Victor and Vincent 16 years.

• The American Chicle Co., and Life Savers Corp., have been awarded Certificates of Management Excellence for the year 1952 by the American Institute of Management. The basis of this award is the degree of excellence in the following areas of management; economic function, corporate structure, health of earnings growth, fairness to stockholders, research and development, directorate analysis, fiscal policies, production efficiency, sales vigor in the and executive evaluation. Only 330 companies out of over 3,000 studied were found eligible to receive the award. Both candy companies received the award for the third time.

• The Fred Sanders Company of Highland Park, Michigan, has resumed production after a very damaging fire on January 17. Though the fire was confined to the basement storage rooms, the loss

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was high due to the damage of heavy stocks of raw materials held in anticipation of their Easter production.

• Merle Potter, who established and owned the Billy Boy confectionery in Oak Park, Illinois until

his retirement in 1943, died January 28.

• The D. L. Clark Company initiated thirteen members into the firms 20-year Club at a recent testimonial dinner. A special presentation was made to Nunzio Perugini who has been associated with the company for 49 years. Mr. David L. Clark, Jr., president pointed out that this club has 121 members, dent of 17% of the companies employees, and 74% of their Cooper foremen and supervisors have been with the comilliams, pany over 10 years against the national average of ears in 21%.



esident • Robert B. Schnering has been elected president ide for of the Curtiss Candy Company and his brother, esident Philip B. Schnering has been named senior vice ssistant president in charge of sales, the board of directors ant Sec. of the firm announced. Both brothers, vice presi-Henry dents of the company since 1946, started as trainees Andrew and worked in the plants and as route salesmen.

• Switzer's Licorice Co., for the first time in its hishe late tory has scheduled advertisements in newspapers. officers The company's ads will appear in 18 major metropolitan markets. The schedule also includes conompany sumer magazines and confectionery trade publications. The "low calorie" theme will be continued

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• England has abandoned candy rationing after gement n Insti-eleven years. A trial elimination of the ban was tried in April 1949, but there was such a rush for the available goods and it was reimposed within four months. The ration was six ounces per week strucstock- at the time of the ending of rationing, which is about the average per capita consumption of candy es vigor in the United States.

• Sylvan Sweets Company, Easton, Pennsylvania, nies out has introduced to the candy jobber trade a new 27-count box containing an assortment of its brands red the at the same 65c per box jobber price of its former d Park, 24 count carton. Designed to give the retailer a 15c extra profit, and jobbers more reason to stock and push the line against lower-priced competitive brands, this offer is planned for a limited number of weeks this spring.



# Technical Literature

World-wide developments and research in confectionery and food processing techniques are noted for confectionery manufacturers.

### The Processing of Fresh Cacao Seeds

Manuel Palma (translated and edited by W. Tresper Clarke), 33 pages, illustrated, 1951, published by Rockwood & Co.—Mr. Palma is Cacao Agronomist, Ministry of Agriculture of the United States of Venezuela. Mr. Clarke is Chief Chemist for Rockwood & Co.

This booklet is divided into eight sections: Introduction; What Fermentation Comprises; What Quality is and How It is Improved through Fermentation; Period of the Fermentation Process; Fermentation of Small lots of Cacao; Drying, Washing and Polishing of Cacao; Summary; and Bibliography.

The common processes used in the curing of fresh cacao seeds are described. Constructive criticism and recommendations to improve the Venezuelan cacao are given.

-W. H. C.

### Chlorophyll 1953

Walter H. Eddy, American Chlorophyll Division, Strong Cobb & Co., Inc., Lake Worth, Florida, about 83 pages.

The foreward reviews the amazing growth of the chlorophyll industry. Extraction from green vegetation instead of dried crops marked a forward step. Alfalfa is the biggest source.

The book is divided into Introduction, Beginnings of Chlorophyll, The Wound Healing Effect of Chlorophyll, The Deodorizing Action of Chlorophyll, Natural Chlorophyll and Chlorophyll Derivatives, Other Chlorophyll Properties, and Bibliography.

Readers of "The Long Green" and "The Chlorophyll Controversy" are acquainted with some of the information contained within this erudite presentation. The references listed in the bibliography are valuable.

### Conductimetric Analysis at Ratio Frenquency

G. G. Blake, XVII plus 109 pages, illustrated, \$2.75 (1952).

The book describes the author's new technique and methods of conductimetric analysis and contains details for the setting up of reliable apparatus for carrying out analysis and titrations.

Among the applications discussed are: alcohols, plant nutrition, agriculture, biology, leather tanning, paper making, electrotherapeutics, chemical purity, drinking water and control of chemical processes.

Moisture meters are becoming of increasing importance in many industries and for products ranging from cereals through butter, textiles, wood, lacquers, flour, powdered eggs and dehydrated vegetables. Much discussion centers on this phase. Diagrams of circuits employed by some moisture-testing devices are included.

Both the rectified radio-frequency and the Q-metric methods dispense with the usual "conductivity cell" and its submerged electrodes. Radio-frequency technique is rapid and accurate.

This book should be of interest to the investigator who has a good background of physics and an interest in new instrumental analysis.

### The Essential Oils

Dr. Ernest Guenther, Vol. 5, xvii plus 507 pages, illustrated, 1952, \$9.75.—The 23 chapters in Volume 5 continue the series on essential oils. Oils of especial interest to confectioners are: Bitter Almond, Nutmeg and Mace, Cardamom, Ginger, and Star Anise.

The coverage of Bitter Almond Oil will show the manner in which the author discusses the oils. The bitter almond tree is cultivated in Southern Europe, North Africa, Asia Minor and California. A new supply within the past 20 years has arisen from by-products of fruit canneries. Distillation and yields are discussed. The physiochemical properties of bitter almond oil are thoroughly reported. Adulteration, storage, and the chemical composition of the oil are elaborated upon.

Under Ginger, the Oleoresin is reported. This has been mentioned by some confectionery authorities as an additive to flavors where "heat" is indicated.

References and suggested readings occur throughout this volume which deserves a spot on the book shelf with the others of this series.

-W. H. C.

### The Essential Oils

Dr. Ernest Guenther, Vol. 6, xvi plus 481 pages, illustrated, 1952, \$9.75.-Volume 6 completes the stupendous work of Dr. Guenther and others of Fritzsche Brothers, Inc., covering every phase of the essential oil industry and each oil. Contributors not with the sponsor (Fritzsche Brothers) are Dr. Arie Jan Haagen-Smit, Professor of Biochemistry at the California Institute of Technology, Pasadena; Dr. Leo Goldblatt, Fundamental Section of the Naval Stores Research Division of the U.S.D.A., Florida; Dr. Teikichi Hiraizumi, pres ident of Takasago Perfumery Co., Ltd., Tokyo; Messrs A. R. Penfold and F. R. Morrison, director and economic chemist respectively of the museum of Applied Arts and Sciences, Sydney; Dr. George Urdang, director of the American Institute of the History of Pharmacy, Madison Wisconsin; and Dr. Theodor P. Haas, lecturer on botany at the Philadelphia College of Pharmacy.

Volume 6 contains 22 chapters on essential oils, a botanical classification of essential oil plants, an index for volume 6, and an index for volumes 1 through 6.

The pattern of volumes 3, 4, and 5 is followed, in that the series of monographs of the essential oils is continued. Of especial interest to confectioners, are the monographs on wintergreen and sweet birch oils.

-W. H. C.

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#### Chemical Residues in Foods

Laurence V. Burton, Food Technology, Vol. 4, No. 12 (1950)—Containers may contribute off-flavors to foods as 15 case histories attest.

FLO-SWEET ENGINEERS have the longest experience in the liquid sugar industry. From design of a liquid sugar system . . . through operating techniques . . . to finished product quality control—Fis-Sweet's unmatched experience assures satisfaction and economy.

# SIX SOUND REASONS

### for buying liquid sugar from the leader

- 1 ENGINEERING "KNOW-HOW" amassed over a quarter of a century goes into every Flo-Sweet installation.
- 2 EQUIPMENT DESIGNS for your particular needs are Flo-Sweet contributions to a smoothly functioning liquid sugar system.
- 3 LABORATORY RESEARCH continues to keep Flo-Sweet liquid sugars and handling techniques in the lead.
- 4 PRODUCT IMPROVEMENT has increased quality and cut costs for hundreds of Flo-Sweet users.
- 5 PRECISE CONTROLS of liquid sugar's physical and chemical characteristics are standard Flo-Sweet procedures.
- 6 GUIDANCE in use of regular or special liquid sugars is another Flo-Sweet bonus.

Remember—no other refinery has Flo-Sweet's years of liquid sugar "know-how" . . . all yours for the asking!

### A QUARTER CENTURY OF LEADERSHIP

These Flo-Sweet firsts can mean substantial savings for you:

FIRST to deliver liquid sugar on a bulk commercial

FIRST to establish complete engineering service in design and installation of liquid sugar systems.

FIRST to formulate liquid sugars tailored to customer

FIRST to develop product quality central through use of liquid sugar.

FIRST to devise means of preventing surface dilution of liquid sugar in storage.

FIRST to develop effective means of controlling the temperature of liquid sugar going into production.

Flo-Sweet engineers constantly strive to make Flo-Sweet liquid sugars of greater and still greater value. They will be able to help you. Why not consult them?



PIONEERS IN LIQUID SUGARS FOR INDUSTRY

for March, 1953

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# Readin' . . . Writin' . . . and Candy

HOW MANY TECHNICAL BOOKS DO YOU READ each year? Perhaps you think the M. C. Book Reviews are mere blurbs, culled from the publishers announcements. Well they aren't . . . yours truly has the enviable (?) chore of actually reading and reporting. Each new book is examined minutely, in detail. Reviews are purposely slanted towards the industry we all love.

Seldom do we salute a new journal but we wish to call your attention to a newcomer, "Agricultural and Food Chemistry", an American Chemical Society publication.

First issue is due in April.

By the way, Justin Alikonis (that Beich man) and Dr. L. F. Martin (USDA and NCA researcher) are to present papers on March 17 at the Los Angeles meeting of the A.C.S. Justin's paper is "The Function of Carbohydrates in Confections", and Doc's subject is "Problems in the Use of Sugar in Confectionery".

Reminds me of a gross error. I attended the A.C.S. meeting at Atlantic City last fall and neglected to tell you that Rockwood's Tresper Clark gave a paper on "The Literature of Cacao and Chocolate". Mr. W. P. Leidy (Fritzsche Brothers' Chief Librarian) presented "The

Literature of the Essential Oils". Dr. W. R. Fetzer (Clinton Foods) was a co-author of a paper entitled "The Effect of Acid and Heat on Dextrose and Dextrose Polymers". These papers were well received and the confectionery industry may well be proud of its members who can and do present papers before scientific groups.

The food field . . . candy is only a segment, tho a highly important one to us who are members, . . . is so broad and has so many ramifications that food literature is scattered. No single publication can hope to cover such diverse field. Researchers resort to the literature, as information is vital to progress. A good researcher

must be a good hunter.

The M. C. brings you Book Reviews and Technical Literature Digest as part of its service features. In these days, it is no small task to keep abreast of scientific developments. Recent discoveries in fields foreign to candy may result in new candies. You know . . . an idea stolen (appropriated, if you prefer) from Peter may benefit Paul. The confectionery industry, you and I, could use a few new ideas.

W.H.C.

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Makers of Fine Chocolate and Cocoa

MERCKENS CHOCOLATE COMPANY, INC.

155 Great Arrow Avenue, Buffalo 7, New York

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES, OAKLAND, SALT LAKE CITY, SEATTLE



Many confectioners know how Staley improves their candies! Why don't you take the step toward greater sales and bigger profits by using Sweetose®-the enzymeconverted corn syrup? Sweetose attracts and retains atmospheric moisture to keep your candies fresher, more delicious and appealing. An exclusive Staley conversion process makes Sweetose water-white, odorless and flavorless . . . twice as sweet, more than twice as fluid as ordinary corn syrup. Sweetose adds flavor richness, better texture and better eve appeal to fudge, marshmallows, jellies, coconut, nougat and caramel. Make your candies taste better . . . "sweeten" your profits with Sweetose—the sweetener that contributes so much to consistently growing sales. Write for full details today.





A. E. Staley Mfg. Company, Decatur, Illinois

### OTHER QUALITY STALEY PRODUCTS for CONFECTIONERS:

### Staley's Regular and Intermediate Corn Syrup

-high quality confectioners' corn syrups adaptable to standard candy formulas.

#### Sta-Sol®

-Lecithin concentrate gives better mixing, imparts better eating and keeping qualities.

### Staley's Starches

-Include a full line of improved confectioners' starches for cooking and moulding.

for March, 1953

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# Conventions -- Meetings

March 16-20—National Association of Tobacco Distributors, Inc., Atlantic City

March 28—Dallas Candy Club, 12:30 P.M., Venus Restaurant, Dallas, Texas

March 31, April 1-2—Point-of-Purchase Advertising Institute, Palmer House, Chicago

April 6-Candy Production Club, Chicago, Ill.

April 13-Chicago Candy Club, Chicago, Ill.

April 20-23—American Management Association, Packaging Conference and Exposition, Navy Pier, Chicago, Illinois.

April 20-23—20th Annual National Premium Buyers Exposition, Conrad Hilton Hotel, Chicago

April 21—Association of Consulting Chemist and Chemical Engineers, Inc., Symposium and Dinner, Hotel Belmont Plaza, New York

April 23-24—Pennsylvania Manufacturing Confectioners' Ass'n, Production Conference, Lehigh University, Bethlehem, Pennsylvania.

April 25—Dallas Candy Club, 12:30 P.M., Venus Restaurant, Dallas, Texas

April 25-May 3—International Confectioner Exhibition, Dusseldorf, Germany

April 26-May 5—International Technical Fair, Hannover, Germany

April 27-May 8—British Industries Fair, London and Birmingham, England.

May 7-10—Candy Square Club of N. Y., Spring Outing

May 10-13—Flavoring Extra Manufacturers Association, Hotel Traymore, Atlantic City

May 18-22—National Materials Handling Exposition, Convention Hall, Philadelphia, Penn.

May 24-27—Super Market Institute, Public Auditorium, Cleveland

June 9—Southern Salesmens Candy Club, Annual Meeting, Jung Hotel, New Orleans, La.

June 10-12—Southern Wholesale Confectioners Ass'n, Jung Hotel, New Orleans, Louisiana.

June 14-18—National Confectioners' Ass'n, Waldorf-Astoria Hotel, New York.

June 14—Associated Retail Confectioners, 33rd annual convention, New York.

July 27-30—New York Candy Show, sponsored by The Metropolitan Candy Brokers Association, Hotel Commodore, New York City.

August 2-6—National Candy Wholesalers Association, Conrad Hilton Hotel, Chicago.

August 23-26—National Automatic Merchandising Association, Conrad Hilton Hotel, Chicago

September 20-23—Philadelphia Candy Show, sponsored by the Retail Confectioner's Ass'n of Philadelphia

October 27—Association of Consulting Chemist and Chemical Engineers, Belmont Plaza, N. Y.

### American Association of Candy Technologists

Section Meeting Schedule

Boston Section - D. G. Mitchell, Secretary
March 10, 1953 - Dinner meeting
April 14, 1953 - Dinner meeting
Smith House, Memorial Drive, Cambridge,
Massachusetts

Chicago Section - Ed. Heinz, Secretary

• Officers were elected at the February 17 meeting: Charles Rimpilia, E. J. Brach & Sons, chairman; Walter Kansteiner, program chairman; Milo Schroeder, Williamson Candy Co., treasurer; and Ed Heinz, Food Materials Corp., secretary.

March 17, 1953 - Dinner Meeting - speaker: Lloyd E. Slater

April 15, 1953 - Dinner Meeting

May 19, 1953 - Dinner Meeting

Furniture Club, 666 Lake Shore Drive, Chicago

Philadelphia Section - Hans F. Dresel, Secretary

Dates for dinner meetings to be set later.

September 15, 1953 - Full Day Sanitation
Seminar at the Penn-Sheraton Hotel,
Philadelphia

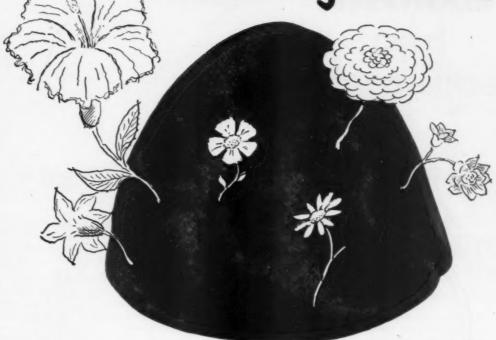
New York Section - Edward W. Meeker, Secretary

March 12, 1953 - Dinner Meeting April 9, 1953 - Dinner Meeting May 14, 1953 - Dinner Meeting

Busto's Restaurant, 11 Stone St., New York City



Do your coatings have a blooming season?"



# Then make them bloom-resistant with PARAMOUNT

(and make 'em melt fast in the mouth, too!)

Regardless of the season, coatings made with Durkee's Paramount have high resistance to bloom. No melt-down, even after long storage . . . yet Paramount always gives a fast break in the mouth. No waxy or oily residue. Paramount delivers the kind of eating pleasure that makes steady repeat sales . . . with the added shelf life that builds profits.

Greater Efficiency on Your Production Line Coatings made with Paramount are easy to handle in manufacturing. Paramount allows you continuous close control of coating coverage-profit protection where it counts most!

**IMPORTANT:** Paramount has been developed exclusively for coating—another specialized Durkee product for your industry.

Ask your Durkee representative for a Paramount sample and coating formulas today! Also let him show you the advantages of Durkee's new Stayfresh Coconut, the confectioner's coconut that does not dry out!

# DURKEE'S PARAMOUN

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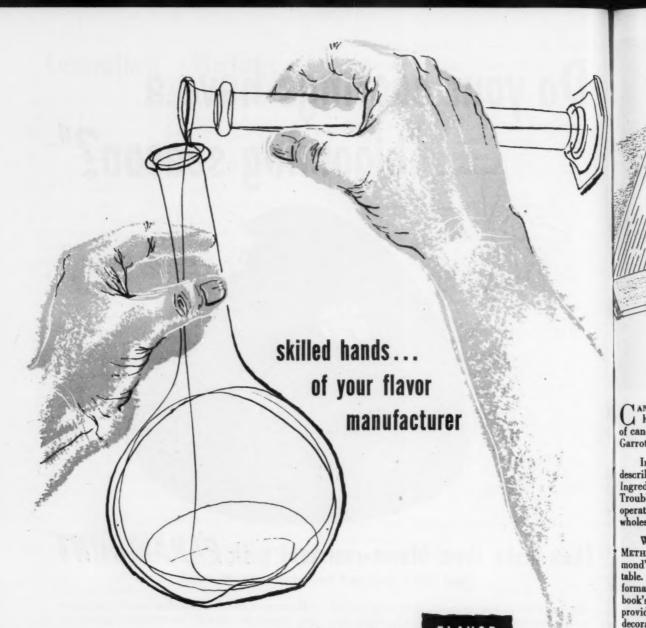
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### put the savor in

FLAVOR

Your flavor manufacturer uses all his skill and craft to produce flavoring formulations worthy of your product. Since delicate differences of tastes and odors make tremendous differences in sales, results must be exactly right for your candy products.

To produce such results your flavor manufacturer uses only the finest ingredients. That's why you find him choosing Monsanto flavor chemicals. Monsanto Ethavan (ethyl vanillin) and vanillin, for example, are widely preferred because of their uniformity and purity. Coumarin Monsanto, with its ability to enhance flavors, is another product used in the candy industry.

Wrtie for booklet "Something About The Senses" and pamphlets on Ethavan, vanillin and coumarin. MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 800 North Twelfth Blvd., St. Louis 1, Missouri. Ethavan: Reg. U. S. Pat. Off.





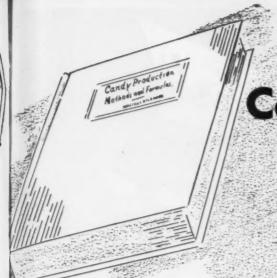
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# Candy Production Methods and Formulas

## a big 640-page book of candy "know how"

CANDY PRODUCTION: METHODS AND FORMULAS, is a big, 640-page, extrahelpful book designed to give practical "know-how" answers to problems of candy manufacture. Walter L. Richmond, the author, is superintendent for Garrott Candy Company and for Jane Garrott Candies, Inc., of St. Paul, Minn.

In CANDY PRODUCTION: METHODS AND FORMULAS, Mr. Richmond describes fully the three basic operations for good candy manufacture: (1) Ingredients and Cooking Actions, (2) Mixing, Casting, Coating, Etc., (3) Trouble Shooting. Mr. Richmond tells both the reasons and the methods of operation. In addition, he provides carefully selected formulas for both the wholesale and the retail trade.

Whether you have a large plant or a small one, CANDY PRODUCTION: METHODS AND FORMULAS will prove a valuable asset to your firm. Mr. Richmond's book has 30 helpful chapters, as shown in the accompanying contents table. Its 640 pages contain 500 candy formulas and detailed production information on candies. For quick, convenient reference, a numbered list of the book's 500 formulas—grouped also under 32 main candy classifications—is provided. A comprehensive index and large diagrams showing both how to decorate Easter eggs and how to insert fruit and nuts in the centers are still additional features. Designed specifically as a production man's text, Mr. Richmond's helpful book also provides generous space alongside the formulas for notes during actual production in the candy plant.

CANDY PRODUCTION: METHODS AND FORMULAS is now ready for prompt shipment. Price is \$10. Use the handy coupon below.

#### **BOOK ORDER**

### **USE THIS ORDER FORM**

The Manufacturing Confectioner Pub. Co.
9 S. Clinton Street,
Chicago 6, Ill.

Please send me Mr. Richmond's new helpful book CANDY PRODUCTION: METHODS AND FORMULAS which contains 500 candy formulas. I am enclosing \$10.00.

Name ...... Position .....

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CALIFORNIA ALMOND GROWERS EXCHANGE

S A C R A M E N T O , C A L I F O R N I A Sales Offices: 100 Hudson Street, New York 13 and 221 North La Salle Street, Chicago 1

45 lbs. corn syrup

20 lbs. granulated sugar

1 qt. water 30 lbs. sweetened condensed whole or skimmed milk

4 lbs. coconut oil

25 lbs. casting fondant 8 lbs. unsweetened chocolate

1/2 lb, salt

12 lbs. natural or roasted sheller-run almonds vanilla flavor

Mix corn syrup, coconut oil, chocolate, condensed milk, sugar and water into caramel cooking kettle with double action mixers. Cook to 248°-250° F. Turn off heat, add salt and casting fondant, mix until fondant is melted. Add vanilla and almonds and mix thoroughly. Spread to approximately ½" thickness on cool, oiled slab. When cool, cut into bars, squares,

or oblongs. Produces a cross between caramel and fudge that may be coated with chocolate or sold without coating or wrapping.

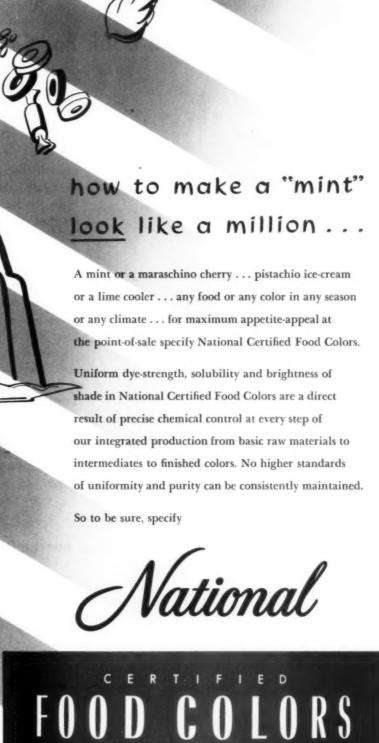


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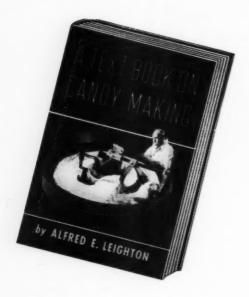
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# Flavor in Candy

by LE ROY JOUNEAU

WHEN we eat candy we like to enjoy the flavor. Candy must have flavor. Without flavor, it is just so much

It is the flavor in the confection which gives it life. Because the flavor in candy has to furnish this life, it is imperative that we diagnose the flavors and *determine* their life.

In other words, we have to know:

a. The organoleptic characteristics

b. The physical properties

of the flavors we intend to use in the manufacture of can-

The essential oil industry has spent millions on research and are now in a position to give us any flavor we may ask for. Some of the artificial flavors are a true reproduction of the natural product and meet the organoleptic properties of the genuine article.

A different story, however, is which concerns the physical properties of the flavors. They do not always match the organoleptic characteristics, because the manufacturer and the flavor supplier did not get together and exchange their views on this most important factor.

Please allow me to relay to the reader my observations. On my way to work during the summer months, I had to pass a candy plant every morning. While I did not have access to the production schedule, I certainly could smell when raspberries, cherries or butterscotch flavored candies were being produced. This may sound amusing, but any flavor you smell during manufacturing certainly is not in the candy batch, but is lost. This is a hidden loss for which the manufacturer eventually will pay.

What are the reasons that the flavor is in the air and not in the candy batch where it belongs?

- 1. High temperatures when the flavor is added.
- 2. Too rapid volatilization of the flavor.
- 3. Aromatics with low boiling point.

While high temperature in processing is the cause of flavor loss, this factor cannot be changed, and, in fact, temperatures may be higher necessarily as the industry develops continuous processing methods. The rapid volatilization and low boiling aromatics are the two factors which must be given serious consideration. Improved high speed continuous production methods demand physical properties in flavors which are extraordinary. The flavor in the future will be subjected to a lot of punishment and should not undergo any physical or chemical changes during processing.

For some time the writer has been confronted with the testing and evaluation of flavor samples from different suppliers. There is not much literature of flavors and practically none at all referring to analytical testing methods. The flavor industry has been kind enough to give me some good hints on how to test and evaluate the flavors, but while these methods cover the organoleptic properties, they are not sufficiently conclusive to determine the physical flavor changes which might occur in the batch during processing.

After many trials and errors, we tackled the problem step by step and came up with the following testing method. This method may not be the best one, but it nevertheless set us right. We are now in a position to select our flavors for what they will do for us in the plant.

The procedure adopted is as follows:

- All batches were checked for the exact temperature when the flavors were added and the time required to cool the batch to room temperature. The temperature of the batches at the time the flavor was added ranged from 110°F to 290°F.
- 2. The temperature range was plotted on a chart and the type of candy entered. We found that in some cases a highly volatile flavor was added to the batch at 250°F resulting in a finished product which was lacking in flavor. While the total amount of flavor added rarely exceeded one ounce of any flavor per 100 pound batch, the volatilization of the flavor was quite rapid and in direct proportion to the temperature and time required for the flavored batch to cool down to room temperature.

After the plant data was compiled, the temperature

and time conditions were duplicated in the laboratory on a reduced scale. The flavors were given the same abuse and punishment as was taking place in the plant. After the laboratory batch had cooled down to room temperature a comparison was made with the control sample. The control sample in this case is the proportioned amount of flavor mixed with identical laboratory batch at room temperature.

The method is simple, and since I checked the physical behavior of the flavor in this manner it corrected a condition which had been quite aggravating in the past. The next step is to give the flavor manufacturer the temperature data and time factors the flavors are exposed to so that the proper adjustment can be made by him in the

compounding of the flavors.

Up to now it has been all a one-way street. The flavor manufacturers think in terms of aroma, bouquet, flavor strength, yield and price but seldom are allowed to get acquainted with the detailed processing techniques. With the continuous processing methods around the corner, the batch temperatures will average 260 to 290°F, and when flavors are added in a continuous stream under pressure, one must realize that the physical and organoleptic properties of the flavors must be improved to keep pace with these modern conditions. Cooperation on the part of the candy maufacturer is imperative.

I do not know how many readers have a working

knowledge in the ice cream powder industry. When ice cream powder and sherbet sales went down at the time refrigerators became a must in every household, the flavor problem was identically the same as it is now in the candy industry. Some flavors just did not hold up when packed in powder form. When the powder was made into ice cream or sherbet the color suggested a flavor, but there was no flavor. Only full cooperation on the part of the manufacturer and frank exchange of views with the flavor industry made progress possible.

There is another side in the flavoring of candies which is seldom discussed and is the deep secret of most candy manufacturers. The writer applies these secret methods and really has come up with some excellent creations. This is a wide field and gives the candy chemist all the rope and imagination he can possibly ask for.

The accentuation of the citrus flavor for instance is simply fascinating. Add 1%-5% of lime oil to lemon or 5% tangerine oil to orange oil, obtain the lemon oil from one supplier, the tangerine oil from some other supplier and create your own very secret flavor. Better yet, trust the ethics of the flavor manufacturers and let him supply you with your special blend.

Flavor is the life of the candy, don't kill it, don't waste it, don't abuse it, but use it correctly and with imagination for a better tasting candy.

# **Evaluation of Flavors**

Presented at the February meeting of the AACT in New York

by HANS F. DRESEL\*

THE proper evaluation of the flavor added to candy is one of the most important functions of the candy technologist, superintendent or foreman. In order to choose the proper flavor a few fundamental facts have to be kept in mind.

The Cambridge Dictionary defines flavor as "an undefinable characteristic quality instinctively apprehended."

The Oxford Dictionary defines flavor as "mingled sensation of smell and taste". Both definitions give practically the whole story.

In human beings the senses of taste and smell are not altogether independent, and simple experiments seem to show that in the case of some substances that which we consider to be its taste is really appreciated by the olfactory cells rather than the taste buds. (1)

Our perception of flavor is a very complex reaction and is the result of the responses received simultaneously from our three senses of taste, smell and feeling which collectively interpret "flavor" as such. The tongue through its taste buds detects the four components of flavor sour, sweet, salty and bitter, while the odors are received mostly from the mouth during the act of chewing and swallowing the food. (2)

The large manufacturer of candies will be wise if he

will employ the services of an institution specializing in taste panel procedures. This service should be used not only for new product development but also for checking existing products for their acceptability in today's market. The medium and small manufacturer cannot always afford such service but he is able to form within his own plant a taste panel which will give him an answer to his flavor problems.

In a food plant it is advisable to assemble a group of persons who regularly participate in taste testing. If the number of employees of a food plant is sufficiently large, the possibility of selection exists and it is advisable to take advantage of it. To determine those individuals who are most capable of recognizing differences in taste, the so-called "triangular" test method is recommended.

Suppose it is desired to determine which of the two samples marked "A" and "B" is the better sample and to some degree which would be preferred by the public at large. Rather than present these two samples to the taste panel marked "A" and "B" and asked the question, "Which is the better sample?", the three samples marked "A" and "B" and "A" would be submitted but instead of lettering them "A", "B" and "A", numbers 1, 2 and 3 will be assigned to them. This does not give the taster

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any indication of similarity between the samples. The panel is asked to rate these three samples by indicating their first, second and third choice. By this means a preference rating is obtained. The method in which only two samples are presented does not show the sensitivity of the taster to the particular item nor his consistency at the moment of tasting.

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Persons from all walks of life can be selected who can satisfactorily detect flavor differences and who have good flavor memories. A good flavor memory is as important as the ability to detect flavor differences. (3) Some people may have a very high acuity toward differences in a product, but unless they are able to judge its quality, their results are worthless. This is particularly true if the final evaluation is to be used as gauge of the consumer's acceptance of any new product.

Frequently the production man is faced with the choice between two brands of flavor of the same type. The one flavor might be offered at a lower cost. The reason for the intended change might be an economic factor or a claim that the new product submitted is of superior quality. It is costly to make a full batch of candy and trouble-some to observe the specially made merchandise until it reaches the production man's office in its finished state.

A quick method for testing flavors under consideration and comparing them with flavors now in use is to prepare two pints of sugar syrup of about 40° Brix into one of which the flavor now in use would be added drop by drop, using a pipette or clean eye dropper, taste testing after each drop until the flavor can be distinguished in the syrup. The same procedure is followed in the second pint of syrup using the new flavor until the flavor strength is the same as in the first. By comparing the number of drops required to give equal strength of flavor, a comparison cost can be determined. This also gives the basis of the amount of the new flavor required in a factory batch of candy to equal the strength of the flavor now in use. If the taster considers the quality of the new flavor as good or superior to the flavor in use, the new flavor is tested in a factory batch of candy.

Candies flavored with the old and new flavor are submitted to the taste panel for further evaluation before a change is made. A preferential figure of as much as 75 per cent is usually required by management before replacing a flavor which has good consumers' acceptance in favor of another product of like character. (3)

It should be kept in mind that fruit and citrus flavors

must be tested with the addition of fruit acid using about 3/4 of one per cent or about 11/4 ounce of a 10 per cent solution of citric acid per pint of syrup.

For testing pure and imitation vanilla it sometimes is desirable to use a simple fondant using

100 grams of sugar

100 grams of water (boiled until temperature is 116° C.)

Take off fire and beat until it becomes cloudy. Add approximately 0.1 CC. of flavor, continue beating until batch is stiff and pour out as patties on wax paper.

When making candies for flavor tests it is advisable to store the candies for a few weeks at room temperature to permit them to lose flavor by evaporation or be altered by chemical changes. It is usually advisable to test the candies while fresh as well as when aged.

A chocolate covered candy should always be tested with the choolate coating as it will ultimately be merchandised. The consumer will always taste the candy with the chocolate and never without it. (4)

Favor is the most important ingredient used in candy. A properly flavored confection can suppress the appetite. Great care should be taken that the proper flavor is chosen for the individual confection. Too often a flavor used by an organization is called upon to do double duty, instead of analyzing the nature of each different piece of candy and choosing the proper flavor for each.

Whenever a change in formula is made, consideration should be given as to whether this also necessitates a change in flavor.

Great care should be taken to learn the public acceptance of each flavor used and the amount of the flavor used in every instance. Flavor in candy is one item which the consumer notices first and if properly used, appreciates the most.

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- \*Felton Chemical Co., Inc., Philadelphia, Pennsylvania



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for March, 1953

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# Testing Methods, Formulas and Suggested Uses of

# Pop Corn in Confections

by WALTER RICHMOND

POP corn confections are a staple item in many retail candy stores. The volume of pop corn sales reach their peak in the summer season. However, there is enough demand for pop corn confections throughout the year to make their manufacture a worthwhile venture.

Most of the information about pop corn and formulas for the manufacture of pop corn confections contained in this article are taken from the author's book, "Candy Production: Methods and Formulas," published by The MANUFACTURING CONFECTIONER.

Two popular types of popping corn are: (1) white rice corn which produces a small white kernel when popped; and (2) the South American variety of pop corn which produces large kernels when popped. Popping of the corn is caused by the expansion of the kernels when the moisture contained in the kernels is heated and turns into steam.

The size of the popped kernel depends to a great extent on the amount of moisture in the corn and on sufficient heat to quickly pop the kernels. Corn with the correct amount of moisture—about 12%—and correct heat regulations should pop in about two minutes or less.

The popped corn should be sifted, in a sieve with large openings, to remove all unpopped kernels.

The average confectioner is not equipped to determine the amounts of waste and unpopped kernels in a given number of pounds of corn. Test for popping quality by weighing a scoop of corn and, after popping, weighing the amount of well popped kernels, unpoped kernels and unsatisfactory popped kernels. (See Formula No. 480).

Low moisture content corn which produces a large percentage of unpopped kernels, can be freshened by moistening 10 pounds of kernels with about 1½ ounces of water and storing the moistened corn in a well covered container overnight. This often gives the corn the moisture needed to produce fully popped kernels.

After being popped, the corn absorbs moisture very quickly. For best results, the popped corn should be used the day it is popped or stored in a room with low humid-

High cooked brittles, crispettes, etc., cool very quickly and should be made in small batches and formed into desired shapes before the product becomes cool.

The correct percentage of syrup to corn should be used if good eating quality is to be obtained. Too large a percentage of high cooked syrup takes away the crispness which is one of the best qualities of brittles, crispettes, etc.

All high cooked batches should contain some grease. The grease allows the corn to mix more freely and not tear apart in the mixing kettles. The corn should be mixed into the syrup quickly before the syrup cools and the kernels of corn break. The finished product should be packed as quickly as possible in tightly covered containers, or wrapped in wax paper or moisture proof cellulose wrappers, before crispiness is destroyed by absorbing moisture from the air. The wrapped goods can be heat-sealed to further increase their keeping quality.

Buttered pop corn for the retail trade should be made fresh daily. Dairy butter should be used to obtain the finest flavored buttered corn. Dairy butter contains from 15 to 18 per cent moisture. However, many retail confectioners use 76 degree melting point coconut oil (with or without added yellow color) to replace dairy butter. The author believes that some dairy butter should be used to "dress up" the corn and to improve the flavor of the product when coconut oil is used. A certain percentage of coconut oil can be added to the freshly popped corn and then some melted dairy butter added to the corn as it is sold. To obtain a crisp pop corn the butter should be moisture free. In the mechanical popper and display stand where the butter and corn are mixed before popping the heat of the popper evaporates the moisture before the corn is popped.

When the corn is dry popped and the melted butter added to the corn, the butter should be melted on a low fire and remain there until most of the moisture is evaporated.

Flour salt is a satisfactory salt to use for buttered pop corn. The amount to use is a matter of choice.

To obtain best results with pop corn goods, the use of various machines necessary for each step in its manufacture is advocated.

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corn machinery, as well as formulas for the manufacture of pop corn items, will be furnished gladly by the manufacturers of pop corn machinery. (For a list of such manufacturers, see the "Purchasing Executives' Blue Book" of The Manufacturing Confectioner.\*

The formulas in this article are for small single batches of pop corn confections. When larger amounts are desired, a stock syrup sufficient for several batches can be made and divided into several parts of equal quantity. The amount of corn to add to a single batch of syrup is sufficient for a standard size batch that can be handled with ease.

### Formula No. 341 French Fried Pop Corn

French fried pop corn is very rich in butter fat, which gives it a very fine flavor.

The procedure for making French fried pop corn is to half fill a tank or kettle with 76 degree melting point coconut oil. Heat the oil to 380 degrees Fahr. Place corn in a sieve that is large enough to fill the tank of melted oil. Lower the sieve containing the corn into the hot oil. In a very short time the corn will pop and rise to the top surface of the oil. When the corn ceases popping, withdraw the sieve from the oil and place the corn on a metal lined table. Add salt and then sieve out unpopped kernels. When cool pack into wax paper or moisture proof cellulose bags. Heat seal the bags to insure long shelf life.

A test on producing this corn shows the following results:

10 lbs. Raw South American type corn 3 lbs. 8 ozs. Shrinkage and unpopped kernels.

6 lbs. 8 ozs. Net corn after popping 6 lbs. 12 ozs. Oil absorbed by the popped kernels

Total 13 lbs. 4 ozs. Plus 8 ozs. Salt

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13 lbs. 12 ozs. Corn suitable for sale Recapitulation

10 lbs. Raw corn 6 lbs. 12 ozs. Oil 8 ozs. Salt

Total 17 lbs. 4 ozs.

3 lbs. 8 ozs. Shrinkage and unpopped kernels

13 lbs. 12 ozs. Net corn for packing

Remarks: The above information shows that French fried pop corn is approximately 50% corn and 50% butter fat.

### Formula No. 342 Buttered Pop Corn No. 2

Made With Dry Popped Corn and Added Butterfat A test on popping South American type pop corn shows the percentage of unpoped kernels and shrinkage to be as follows:

10 lbs. Raw corn

Less 3 lbs. Shrinkage and unpopped kernels — 30%

7 lbs. Net corn after popping -- 70% When figuring costs, 7 pounds of popped corn should be figured at the cost of 10 pounds of raw corn. Place 3½ pounds of popped corn in a warm kettle. Slowly add 1 pound 10 ounces melted butter or coconut oil. Mix well until oil is evenly distributed on the corn. Add 2 to 2¾ ounces fine salt.

Total corn for sale-4 lbs. 10 ozs.

Remarks: This type of corn can be buttered in a revolving pan if one is available.

Place in warm revolving pan: 11 lbs. popped kernels. Slowly add

5 lbs. melted 76 degrees coconut oil or dairy butter that has been heated to evaporate the moisture.

Let pan run until oil is evenly distributed on the corn. Season with 8 ozs. fine salt.

Remarks: While this buttered corn contains less butter fat than French fried corn it has a very good flavor; especially if some dairy butter is used in its manufacture. The finished product contains approximately 34 per cent butter fat.

Pack into wax paper bags or moisture proof cellulose bags. Heat seal the bags to insure long shelf life.

If your shop is equipped with a pop corn mixing machine, a smaller batch of buttered corn can be made by using one-half of the amounts of corn, butter fat and salt that were used for the revolving pan.

### Formula No. 343 Sugar Coated Pop Corn

Sugar coated pop corn made with white and pink sugar coatings can be made in a regular cooking kettle, pop corn mixing machine or in a revolving pan.

The syrup should contain very little grain retarding agents such as corn syrup or inert sugar. Approximately 90 to 95 per cent sugar and 10 to 5 per cent corn syrup or inert sugar is sufficient.

A large batch of stock syrup can be made and then divided into smaller batches which are cooked separately and added to the popped corn.

The amount of syrup and corn to use depends upon the size of kettle or mixer.

The finished product usually contains 60 per cent syrup and 40 per cent popped corn.

A ration of 1½ pounds of syrup to 1 pound of corn produces a sugar-coated corn of standard quality.

### Stock Syrup For Small Batches

5 lbs. Sugar
4 ozs. Corn syrup or invert sugar
19 ozs. Water
4 ozs. Corn syrup or invert sugar

19 ozs. Water 6 lbs. 7 ozs. Syrup

This amount of syrup is sufficient for 4 pounds of popped corn.

Cook the syrup to 240-246 degrees, depending upon the desired hardness of the sugar coating. Flavor with vanilla flavor. Place corn in warm kettle. Add syrup in a fine stream. Stir constantly until the corn is well covered with syrup and the syrup grains off and forms a sugar crust on the corn. If the syrup is slow in graining off, the kettle can be placed on a furnace with a low flame for a few seconds to warm the kettle again. When all of the corn is coated with the grained sugar, pour onto paper lined table to fully dry before packing.

Remarks: The amount of syrup to corn can be in-

creased to suit your requirements as to the thickness of the sugar coating. The higher the batch is cooked the harder will be the sugar coating. It is not necessary to wash the kettle used for graining the syrup, if more than one batch of sugar corn is to be made.

Pink coating is made by coloring the syrup after it is cooked. Add strawberry or raspberry flavor to the syrup.

The flavor can be improved by cooking one ounce of dairy butter in the syrup.

Sugar Coated Corn Made in Revolving Pan or Pop Corn Mixing Machine

Stock Syrup

15 lbs. Sugar

12 ozs. Corn syrup or invert sugar

31/2 pints Water

This size batch is sufficient for 10 pounds of popped corn made in a revolving pan. Place corn in warm revolving pan. Cook syrup to 242 degrees. Add syrup to the corn in a fine stream. Let pan run until syrup has coated the corn and turned to sugar.

In a standard size pop corn machine use only one half of the above syrup and corn. Cook the syrup in the mixing kettle. Place kettle containing the cooked syrup on the mixing machine. Add the popped corn and mix until syrup has coated the corn and turned to sugar.

Formula No. 344
Pop Corn Balls, Chewy Type

Syrup for one batch

2 lbs. 10 ozs. Sugar

2 lbs. 10 ozs. Corn syrup

12 ozs. Water

11/2 ozs. Salt

Popped Corn

Flavor to suit requirements.

Procedure: Place sugar, corn syrup and water in cooking kettle. Cook to 242 degrees. Set kettle off fire and add salt and flavor. Add enough pop corn to take up all the syrup. Mix well and pour onto oiled slab. When batch is cool enough to handle, form into ball-shaped pieces by hand or on a pop corn ball press. Wrap pop corn balls in moisture proof cellulose wrappers of various colors. Cut the wrapper so that it will extend about 2 inches on each side of a wrapped ball. Before wrapping the balls, make several cuts to the depth of one inch in each end of the wrapper. When the balls are wrapped in the cellulose wrapper the cut ends will give the ends of the wrapper a tassel effect.

Remarks: This formula produces a pop corn ball that remains chewy. Use the following formula for pop corn balls that have a short breaking, grainy syrup as the binding agent.

Formula No. 345

Pop Corn Blocks, Balls and Sticks Chewy and Greatned

Batch No. 1—Chewy

2 lbs. 10 ozs. Sugar

2 lbs. 10 ozs. Corn syrup

12 ozs. Water

4 ozs. Plastic vegetable butter

11/2 ozs. Salt

4 lbs. Ground popped corn

Flavor and color to suit requirements.

Procedure: Place sugar, corn syrup, butter and water in cooking kettle. Cook to 285 degrees Fahr. Set kettle off fire and add salt, flavor and color. Place kettle on mixing machine. Add ground pop corn. Mix well and pour onto oiled cooling slab. Roll down to desired thickness. While the batch still retains some heat cut to desired size with roller knives or with a butcher knife. For pop corn sticks use special pan made for moulding round pop corn confections. Wrap blocks or sticks in wax paper.

Remarks: This formula produces a pop corn confection that retains its chewy texture. For molasses flavored batch replace 10 ounces of corn syrup with 10 ounces of light molasses. After the batch is cooked add 3/4 ounces of soda. Stir well before adding the pop corn.

This size batch is sufficient for standard size pop corn mixing machine. Larger batches of stock syrup can be made in the above proportions. Use 6 pounds of syrup for each separate cook.

Smaller batches for hand mixing can be made by using one-half of the above ingredients.

Batch No. 2-Grained

3 lbs. 10 ozs. Sugar

1 lb. 6 ozs. Corn syrup

18 ozs. Water

Procedures Same as Batch No. 1. After these blocks or sticks are wrapped and packed they will grain off in about one or two days.

Remarks: A great variety of pop corn confections can be made from batch No. 1 or batch No. 2 by adding various flavors, colors, peanuts, coconut, etc., to the syrup before adding the corn. A three-layer pop corn block can be made by making a thin layer of white pop corn, a second layer of pink pop corn and a third layer of any other desired color. The entire thickness should not be over  $2\frac{1}{2}$  inches. Cut the blocks so that the  $2\frac{1}{2}$  inch depth will be the width of the block when laid so that the three colors will show on the top surface of the wrapped block.

Grained Pop Corn Balls
Same formula as above but cook to 260 degrees.

Formula No. 346 Molasses Pop Corn No. 1 Batch for Pop Corn Mixing Machine

Part 1

8 lbs. Sugar

4½ lbs. Corn Syrup

 $2\frac{1}{2}$  pts. Water

4 ozs. Plastic vegetable butter

5 ozs. Dark molasses

Part 2

2 lbs. Roasted No. 1 Virginia Peanuts

6 to 8 lbs. Popped corn

2 ozs. Salt

4 to 5 ozs. 76 degree coconut oil or Corn oil

Procedure: Place sugar, corn syrup, plastic butter and water in copper kettle used for mixing the corn. Cook to 290 degrees Fahr. Add molasses and re-cook to 290 degrees. Set kettle on mixing machine. Add all of part 2 except the oil. Mix until corn is well covered with syrup. Add the coconut or corn oil. Mix slightly until oil has covered the corn kernels. Pour onto cooling slab or metal

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Remarks: This formula and the following formula produces a very popular type of pop corn confection that is also packed into cardboard boxes with a waxed card board

The low melting point butter or corn oil is used to separate the kernels of corn. Over-mixing the batch, after the oil is added, will result in the oil being incorporated into the syrup and the corn will not separate.

The percentage of corn to syrup can vary according to the desired thickness of the candy coating.

When making several batches of molasses pop corn, a stock syrup can be made and the sugar, corn syrup and water increased accordingly.

Use 15 pounds of stock syrup for each batch.

Smaller batches of pop corn can be made and mixed by hand in a regular cooking kettle. Use one-half of the above formula.

### Formula No. 347 Molasses Pop Corn No. 2. Batch for Pop Corn Mixing Machine

	A GIFF A
6 lbs.	Sugar
41/2 lbs.	Corn syrup
1½ lbs.	Light molasses
3 lbs.	Raw Spanish peanu

Water

Part 2

21/2 pts.

4 to 5 lbs. Popped corn
1 oz. Salt
5 ozs. 76 degree coconut oil or Corn oil

Procedure: Place sugar, corn syrup and water in cooking kettle. Cook to 240 degrees and add raw peanuts and cook to 290 degrees. Add molasses and cook to 295 degrees. Add salt. Rub mixing arm and sides of mixing kettle with coconut oil or corn oil. Place popped corn in mixing kettle. Pour cooked syrup on top of corn. Start mixer and as soon at the corn is covered with syrup add the remainder of the oil to the mixed corn. Mix slightly until oil has covered the corn kernels. Pour onto cooling slab or metal lined table. Spread the corn thin on the table and separate kernels by mixing them until they no longer stick together. When cool pack into wax paper or moisture proof cellulose bags. Heat seal the bags to insure longer shelf life.

Remarks: This formula produces a pop corn confection containing more peanuts and molasses than the preceding formula. By the time the batch has reached a temperature of 295 degrees the peanuts will have been roasted. (See remarks in Formula No. 346 as to the reason for using coconut or corn oil).

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the above ingredients.

After the syrup is cooked, set the kettle off the fire and add the pop corn to the cooked syrup.

Formula No. 348
Caramel Type Pop Corn
Batch for Pop Corn Mixing Machine

### Part 1

3	lbs.	6	ozs.	White sugar
2	lbs.			Yellow C sugar No. 8 - 10
3	lbs.			Corn syrup
1	pt.	10	ozs.	Water

### Part 2

5	lbs.	Popped corn
4	ozs.	Dairy Butter

2 ozs. Salt

3/4 oz. Bicarbonate of soda

4 to 5 ozs. 76 degree coconut oil or corn oil,

Procedure: Place yellow C sugar and water in copper kettle used for mixing the corn. Heat slowly until sugar is dissolved. Add white sugar, corn syrup and dairy butter. Cook to 290 degrees Fahr. Place kettle containing cooked syrup on mixing machine. Add salt and soda. Mix well and after batch has puffed up continue mixing until puff has left the batch. Add pop corn. Mix until corn is well covered with syrup. Add the coconut or corn oil. Mix slightly until oil has covered the corn kernels. Pour onto cooling slab or metal lined table. Spread the corn thin on the table and separate corn kernels by mixing them until they will no longer stick together. When cool pack into wax paper or moisture proof cellulose bags. Heat seal the bags to insure longer shelf life.

Remarks: The use of C sugar, soda and dairy butter imparts a caramel like flavor and a very pleasing taste to this pop corn confection. (See remarks in Formula No. 346 as to reason for using coconut or corn oil).

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the above ingredients. When making several batches of pop corn, a stock syrup can be made and the sugars, corn syrup and water increased accordingly. Use 10 pounds of stock syrup for each batch.

South American type pop corn is usually used for making caramel type pop corn.

Formula No. 349
Honey Pop Corn
Bars or Bulk
Batch for Pop Corn Mixing Machine

### Part 1

3	lbs.	4	ozs.	Sugar	
1				Corn	
1	pt.			Water	r

### Part 2

8	ozs.	Strained honey
41/2	lbs.	Popped corn
6	ozs.	Plastic coconut or vegetable butter

Procedure: Place sugar, corn syrup, coconut butter and water in copper kettle used for mixing the corn. Cook to 290 degrees Fahr. Add honey and re-cook to 290 degrees. Place kettle on mixing machine. Add popped corn. Mix until syrup has covered all corn kernels. Pour onto oiled cooling slab. Spread to a thickness of ¾ inch to 1 inch. Smooth surface with a rolling pin. Cut to desired size with roller cutter knives or with a butcher knife. Wrap bars in wax paper or moisture proof cellulose paper.

Remarks: Honey pop corn is a favorite style of pop corn confection in many sections of the United States. The

honey imparts a fine flavor to the item. The batch can also be spread to a thickness of one inch and the top surface not smoothed with a rolling pin. Break the honey corn into large pieces and store in a well covered tin container. Break the corn into smaller pieces and pack into paper bags as it is sold.

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the

above ingredients.

Formula No. 350 Pop Corn Chop Suey Bars or Bulk

Batch	for	Pop	Corn	Mixing	Machine
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17	lbs.	Sugar
10	lbs.	Corn syrup
2	qts.	Water
10	lbs.	Raw No. 1 Virginia peanuts
6	to 8 lbs.	Popped corn
3	ozs.	140 degree melting point hard butter
11/2	lbs.	Chip coconut
1	oz.	Salt
2	ozs.	Imitation vanilla flavor
9	025.	Bicarbonate of soda.

Procedure: Place sugar, corn syrup, and water in copper kettle used for mixing corn. Bring to boil and add hard butter and peanuts. Cook to 280 degrees Fahr. Add chip coconut. Stir and continue cooking until coconut begins to turn brown. Set kettle on mixing machine. Add flavor, salt and soda. Stir until batch puffs up. Add pop corn. Mix until corn is well covered with syrup. Pour onto oiled cooling slab. Spread to a thickness of 3/4 to 1 inch. Smooth surface with a rolling pin. Cut to desired size with roller knife or butcher knife. Wrap bars in wax paper or moisture proof cellulose wrapper.

Remarks: This formula produces one of the finest flavored and largest selling pop corn confections. The finished product contains a large percentage of syrup to

corn but has a crisp texture.

For bulk goods, spread to thickness of one inch but do not roll down the top surface of the batch. Break the corn into larger pieces and store in a well covered tin container. Break the corn into smaller pieces and pack into paper bags as it is sold.

The batch can be made with a larger percentage of corn if so desired. Add 4 ounces of plastic coconut butter to the batch just before the corn is added to the syrup. Add corn to suit requirements. Do not over mix or some of the kernels of corn will be broken into small pieces.

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the above requirements.

Formula No. 351
Pop Corn Cakes or Crispettes No. 1
Mild Molasses Flavor

Batch for Pop Corn Mixing Machine

Part 1

				I WIL T
2	lbs.	12	ozs.	Sugar
1	lb.	12	ozs.	Corn syrup
		8	ozs.	Light molasses
1	pt.			Water
				Part 2

4 ezs. Plastic coconut or vegetable butter

1 lb. 4 ozs. Invert sugar

1½ ozs. Salt
34 ozs. Bicarbonate of soda

3/4 ozs. Bicarbonate of Bicarbonate

Procedure: Place Part 1 in copper kettle used for mixing corn. Bring to boil and add plastic butter and invert sugar. Cook to a golden brown color (285-290 degrees Fahr). Place kettle on mixing machine. Add salt and soda. Start mixer and when batch has puffed up add pop corn. Mix until corn is covered with syrup. Pour onto oiled metal top table or on cooling slab (no water). Form crispettes on crispette forming machine or form in round metal rings. Press corn down into the rings. Remove from rings and wrap four or five crispettes in a sheet of heat sealing wax paper or cellulose wrapper. Heat seal seam and ends of wrapped crispettes to further increase their shelf life.

Remarks: This formula produces a Crispette with a mild molasses flavor.

A variation on the above formula can be obtained by adding 6 ounces of chip coconut to the batch just before adding the popped corn.

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the

above ingredients.

When making several batches of Crispettes, a stock syrup can be made and Part 1 should be increased accordingly. Use 6 pounds of stock syrup for each batch of crispettes.

### White or Colored Crispettes

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Omit the soda and molasses. Add various colors and flavors to the cooked syrup. Cook to 285 degrees. Use ground pop corn instead of whole kernels of pop corn.

Formula No. 352
Pop Corn Crispettes No. 2
Strong Molasses Flavor
Batch for Pop Corn Mixing Machine

Part 2

3	ins.	0	ozs.	Sugar
2	lbs.	4	ozs.	Corn syrup
2	lbs.	4	ozs.	Light New Orleans Molasses
1/2	pt.			Water
				Part 1

4½ ozs. Plastic coconut or vegetable butter 1½ ozs. Salt ¾ ozs. Bicarbonate of soda

4 lbs. Popped corn

Procedure: Same as Crispette Formula No. 351.

Remarks: This is the author's favorite Crispette formula. It contains the correct proportions of syrup to corn to give crispettes a good crispy texture. It also contains enough molasses to give the crispettes a very fine flavor.

Smaller batches, to be mixed by hand in a regular cooking kettle, can be made by using one-half of the above ingredients.

When making several batches of crispettes, a stock syrup can be made and Part 1 should be increased accordingly. Use 8½ pounds of stock syrup for each batch. \* The next issue of The Manufacturing Confectioner's Purchasing Executive's BLUE BOOK will be published in the Spring of 1953.



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# Candy Equipment





Hohberger Continuous Hard Candy Cooker

Up to 2,000 lbs. per hour. Simplified controls. A candyman's Cooker.



Berks Hard Candy Batch Mixer

The Berks mixer incorporates color and flavor and kneads the candy the same as by hand. No discoloration. Over 50 users with from one to fifteen units—over 160 in operation.



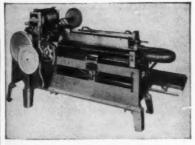
**Emilius Pulling Machine** 

Cut gears and sprockets, Ball Bearings and Roller Chain. Jog Switch. In two sizes: 25 to 50 lbs. 50 to 100 lbs.



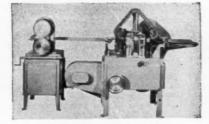
Hohberger Continuous Hard Candy Cutter

Highest production on filled or plain candies with variable speed



Hohberger Continuous Ball Machine

Up to 1200 lbs, per hour. Forms filled or plain balls, unusual shapes and sunbeam starlights.

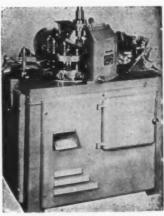


Latini Plastic Machine

The most productive plastic machine built today!! Productive speeds up to 150 feet per minute.

Actual Production Figures:

Filled raspberries—1,200 lbs. per hour. Solid goods—1,500 lbs. per hour. Pulled Candies—900 lbs. per hour.



Latini Die Pop Machine

The only high speed pop forming machine to make seamless pops. Sharp edges eliminated. 200 perfect pops per minute guaranteed.

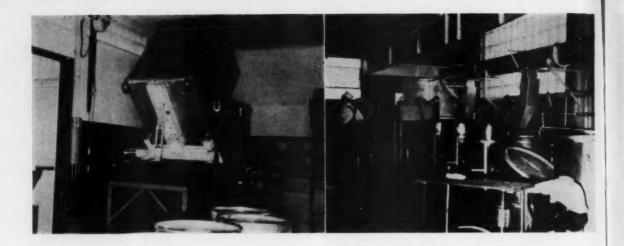
Representative:

John Sheffman, Inc.

152 West 42 Street

New York 36, N. Y.

MIONER for March, 1953



### From bin . . . . . . . . . . . . to kettle

## IN ONE EASY OPERATION

THE handling of sugar in bulk, either in dry or liquid form, is fast becoming one of the major cost cutters in candy plants. Tote System, Inc., has a method which takes advantage of bulk handling and at the same time provides the storage space for the bulk sugar.

The heart of the system is the tote bin, an alloy aluminum container measuring 3½ feet by 4 feet by five feet nine inches, which holds 3700 pounds of sugar. These bins are equipped with legs which permit high piling and handling with standard lift trucks. The empty bins are sent to the refinery, usually by truck, where they are filled and returned to the plant.

Since the bins themselves are the main storage space for sugar in the plant, there is no need for handling the sugar until it is fed into the inplant conveyor system. The bins can be hermetically sealed, eliminating any chance for contamination, spillage or waste, thus providing cleaner, more sanitary warehouse space for sugar storage.

There is some saving in the actual purchasing of sugar, due to the bulk sugar discount. However, the main saving is due to the handling methods inside the plant. The bins are tilted and emptied directly into a screw or bucket conveyor, which takes the sugar to a number of points in the

plant. A pre-determined amount of sugar can be deposited by the screw directly into a mixer or kettle, thus eliminating any manual handling.

The system is completely flexible, allowing a small or large sugar inventory, and having it always in excellent condition. The amount of sugar inventory can easily be determined by counting the bins. There can be a small permanent sugar storage area, with alternate warehouse space for either sugar, or other raw

materials or for finished manufactured goods. Since these bins can be easily moved about by fork truck and are sealed against leakage, any spacis suitable for storing them, and to do not leave a residue of sugar do or crystals to contaminate the area for other materials.

In the top left picture a tote bin is mounted on a scale platform, and is tilted by means of an electric hoist. A large discharge door on the front of the bin allows the sugar to flow to a horizontal screw, which delivers to several syrup tanks. The scale installation includes an automatic cutoff device that stops the main screw when the desired amount of sugar has been drawn.

The top photograph on the right shows an upper floor installation. A bucket elevator from the sugar storage area draws up to the screw, which feeds these kettles. Diverting spouts may be used at the top of the bucket conveyor to divert the sugar to other plant locations. The screw shown in this picture deposits a pre-determined amount of sugar in each kettle automatically.

This type of system for handling bulk dry sugar can also be adapted to any type of free flowing dry material, such as cocoa powder, flour, milk solids, etc. A modified bin has just been developed for the handling of liquid materials.

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This is another arrangement for delivering bulk sugar to the point of use. The screw conveyor is behind the wall, and the spouts come only far enough into the room to reach the syrup tanks.



THE MANUFACTURING CONFECTIONER

Continuous Processing is Now a Success \* with the Rodney Hunt Turba-Film Cooker Here is the first cooker capable of Manufacturing Engineers Since 1840 candies . . . \* In a single pass RODNEY HUNT MACHINE COMPANY In a few seconds PROCESS EQUIPMENT DIVISION

33 Vale Street, Orange, Mass.

Please send FREE brochure giving details of Turba-Film Cooker.

\_\_\_\_\_Title\_\_\_\_\_ Name.....

City......State......

Type of candy manufactured..... □ I want details on your testing program. processing heavy viscous, heat-sensitive

By continuous process

The patented Turba-Film cooker (Luwa Process, Switzerland) works on the thin-film principle of evaporation...but its advanced design creates turbulence in the film, which overcomes the disadvantages found in ordinary falling thin-film systems. You can prove for yourself its ability to completely replace batch processing in cooking-kettles. We shall be glad to arrange a test. Mail this coupon for full details.

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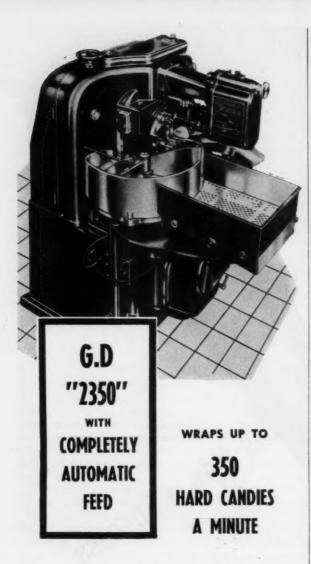
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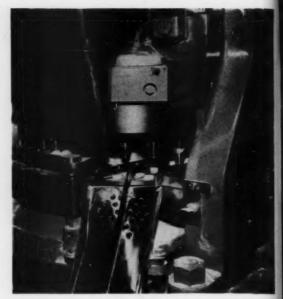
Now, wrap all types of plastic hard candies, solid or filled, in waxed paper, cellophane, foil, or cellophane and foil at speeds up to 350 per minute. The G.D "2350" is the first and original candy wrapping machine with completely automatic feed—increases production—saves time and labor.

A quick, easy adjustment lets the G.D "2350" handle candies of different sizes and shapes. The "2350" is built to last, easy to maintain, and so simple to operate that 1 operator can supervise a battery of them. Speed control is fully adjustable.

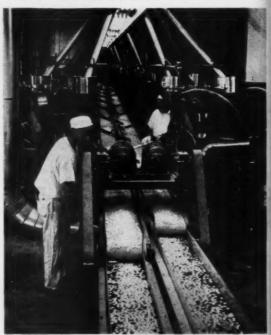
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15 Park Row New York 38, N. Y.



### One thousand a minute



### ... times Twenty

Twenty rotary tabletting presses turn out over 20,000 Life Savers candy mints per minute at the Life Savers plant in Port Chester, N. Y. The white mints, including Pep-O-Mint, Wint-O-Green, Spear-O-Mint, and Clove are composed of pulverized sugar, slight quantities of corn syrup and flavored with volatile oils. They are pressed into ring-shaped candies on a battery of 20 Stokes Model DD-2 rotary tabletting presses. The name "Life Saver" is clearly embossed on each mint as it passes through the press. Fourteen mints are then wrapped in aluminum foil and coated-stock paper label is added.

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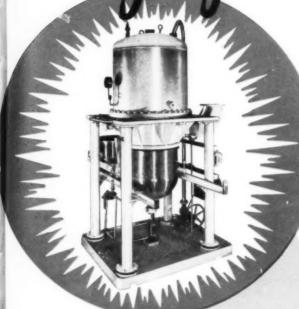
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# Amazing Performance!

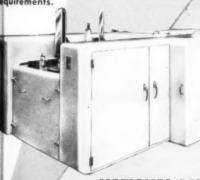


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2000	lbs					56	lbs.
2500	lbs					63	lbs. /
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National engineers are ready to give you ON-THE-SPOT technical consultation and engineering details to meet your individual travitements.



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### NATIONAL MOGUL MODEL M-100

Precision built to the highest engineering standards. Operates at higher speeds, smoothly and with better quality moulding. New Harmonic Motion Tray Travel device insures smooth transfer of moulding boards from printer to depositor. Assures perfect moulding and less scrap. The newly constructed "Thoroclean" and Quick Removable SIEVE is smoother operating and eliminates vibration. New Silvertone Hydro-Seal Pump Bar can accurately deposit heavier fondants such as caramel, nougat, and coconut cream.

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NEW NATIONAL HIGH SPEED HI-GLOSS CONTINUOUS VACUUM COOKER

Greatest improvement in the vacuum cooking of hard candy in the last thirty years.

Quoting a foremost Pennsylvania candy manufacturer (name supplied upon request) who has installed 5 new National Hi-Gloss Cookers:

"They have proven to be very economical to operate, and have established for us a new era in producing fine quality products."

Wide range in speed drive of syrup pump permits a wide range in production. Extra large coil cooking area assures the use of a lower steam pressure. This prevents sugar from excessive overheating — results in hard candy with a smoother texture. Steam evactor is powerful and quick acting. Removes vapor and air immediately after vacuum chamber is closed. Sanitary syrup pump easily taken apart. Driven by a splash-proof motor. Operation of cooker is simple. Tremendous savings in steam. New scientific design cuts steam usage to fraction.

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sibility for cleaning. Designed for quick disassembly of pumps at tempering column scrapers. Improved wire belt carrier rolls out as easi as a desk drawer and uncovers chocolate tank. Variable speed chocola flow control. All parts readily accessible.

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Eliminate Deliberate Overfill to Assure Correct Weight ...

# SELECTROL **Automatic Checkweigher**

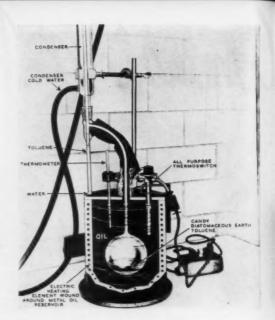
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- · Automatically checkweighs every package without interruption.
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BETTER QUALITY CONTROL BETTER COST CONTROL

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### Moisture Content

. . . measurement of hard candy at Life Savers Corporation is done by a piece of apparatus devised by the staff to meet their particular problems.

With this apparatus, the moisture is distilled from the candy and is trapped in a graduated tube where it is measured. As shown above, the distilling flask is immersed in a cylindrical oil bath which is heated with a 600-Watt heater in the tank wall. The flask is connected through a ground glass joint to a measuring tube and Liebig condenser.

In making a moisture determination, a carefully weighed sample of candy is mixed with toluol and diatomaceous earth in the distilling flask. The oil bath is heated to 250F and closely maintained at that temperature for 90 minutes by a precision thermostat. A mixture of water and toluol vapors is driven from the flask and condenses on the cool condenser walls. As a result, the two liquids collect in the graduated tube and, being immiscible, separate into two distinct layers. The volume of water collected is then read directly from the tube graduations and this reading can be easily converted in terms of percent of moisture in the sample.

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- At their best!
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Masonite and Solid Wood Glued Bottoms Nailed—Lock Corner and Water-proof Glued Hard and Soft Woods

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vacuum blower a With 25 to 100

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THE MANUFACTURING CONFECTIONER

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# This New Machine Should Be of Interest to YOU

The Racine Confectioners' Machinery Co. is producing a machine which will handle solid sticks, clear or pulled, as well as sticks with honey-combed centers. Called the Racine Stick Candy Machine, it sizes, twists, and cuts the sticks of any diameter and length.

Requiring only one operator to feed the machine from a batch roller or flat board, the machine sizes, twists and cuts automatically.



The operating speed is controlled by a variable speed transmission. Capacity is from 300 to 900 inches per minute. It can turn out 300 oneinch sticks or 100 nine-inch sticks per minute.

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Complete information is available from Racine Confectioners'
Machinery Co., 15 Park Row, New York 38, N. Y.

# GAS OPERATED VACUUM COOKER

The type G-2 Simplex Gas Vacuum Cooker shown here is well suited to plants not having facilities for steam. Operating on gas,



it comes as one complete unit including vacuum pump and motor, vacuum gauge, gas-fired furnace

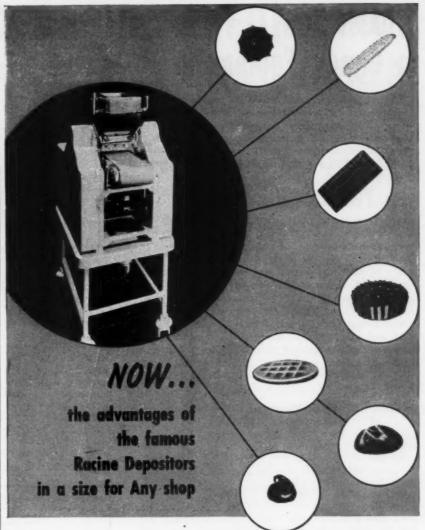
blower and motor.

With a cooker capacity of from 25 to 100 pounds per batch, the machine is designed for efficient economical production of fruit drops, stick candies, lolly pops and other types of hard candies as well as quicker cooling of fondant syrup.

Requiring no mechanical knowledge or skill to operate, it has a production capacity of more than 1,500 pounds of candy in 8 hours with one pre-melting kettle. With 2 or more pre-melting kettles production can be increased to more than 3,000 pounds.

Additional information is available from

Vacuum Candy Machinery Co., 15 Park Row, New York 38, N. Y.



# THE RACINE BANTAM DEPOSITOR for depositing any kind, size or shape

Here's the Bantam Depositor, the newest addition to the famous Racine Depositor family. Its 6" size brings the advantages of the larger 48" (Jumbo) 32" (Senior) and 16" (Junior) Depositors within the range and requirements of any shop.

The Bantam Depositor is perfect for creams, mint or chocolate patties, cocoanut kisses, pralines, mounds or bars, maple moulded creams, gum drops, marshmallow or nougat pieces, chocolate bars, kisses, miniature and large bits,

stars, leafs, wafers, nonpareils, etc.

Deposits can be made with or without small or chopped nuts, fruits, etc., making deposits in all types of molds, foil or paper cups, or direct on trays, plaques or belts.

Electric motors and variable speed controls permit nominal or maximum production as desired. Main drive electric motor and electric water circulating pump operate from any light circuit. No other connection is necessary.

Write today for complete details.

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Western Office and Factory: Racine, Wis. Eastern Factory: Harrison, N. J.

# What's New in Candy Equipment

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 418 North Austin Blvd., Oak Park, Illinois. Use the coupon on this page.

# Industrial Temperature Control Manual

. . . presents the basic principles of industrial temperature control in practical fashion. It defines different types of control systems and distinguishes between them. Clarification is brought to the subjects of: (1) the influence of the firing system upon design of the control system; (2) fundamental principles of mercury-bulb installation; and (3) the basic concepts electrical and mechanical control theory. These concepts include: the control circuit versus the load circuit; one-point, twopoint and program control; two-wire, three-wire and potentiometric control; two-position control; the use of diaphragm valves; and the reasons for three different types of temperature-sensitive elements being available. Code MA53

# Portable Gear Head Mixer

... of 1/3 ph has been developed for very viscous

liquids, or for large quantities of less viscous liq-uids. The 3/4" diameter 48" long standard shaff is interchangeable with other sizes, as are the two 7" stainless steel deep pitch propellers. The adjustable clamp permits adjustment of the mixer to any angle on anl shape tank. This mixer is



equipped with a G. E. motor rated 1750 rpm, with a propeller speed of 432 rpm through a special adapter. All ball bearing mounted, with dual voltage of 110 or 220 volts. Code MB53

# Self-Operating Temperature Regulators

... are described in a new eight page booklet, covering both direct acting and reverse acting regulators for steam, liquids and gasses. Code ME53

# Pinch Type Flexible Valves

. . . are described in a new 24 page catalog covering slip-on, flanged, and diaphragm types. Included are charts and diagrams on installation facts, flow characteristics, types of hose for various materials, and types of mountings. Code MF53

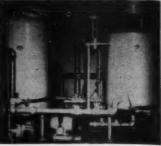
# Feeding Non-Free-Flowing Materials

. . . is simply and efficiently handled with a new type of equipment. The material is fed from a bin to one or more outlets, and the rate of feed, for homogenous materials, is accurate within 1%. The rate of flow can be varied within wide limits. Code MG53

# Tank Type Pressure Filter

. . . eliminates all cloths, papers, screens, pads and

similar filtering equipment. A series of synthetic, rigid, porous stone membranes upon which the filter-aid is deposited provide a perfect filtering surface with controlled clarity, fast flow and a rapid backwash. Complete cleaning and sterilization of



the filter can be accomplished without opening the filter. The unit can be opened by the release of just two bolts. It is available in all capacities in all metals and alloys and plastic rubber lined to meet specific problems. Code MD53

# Moisture-Proof Electrical Conduit

. . . has been developed, the first of its kind to gain

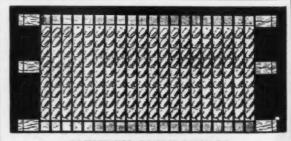
approval of Underwriters' Laboratories for use in wet locations. The extruded synthetic covering over a flexible metal core protects wiring against moisture, oil. dirt, chemicals, and corrosive fumes-on permanent and tem-



porary installations.

Light and flexible, it can be cut to required lengths, and bends easily. Underwriter's Approved fittings for use with this conduit are readily available. This conduit is suggested to overcome the problems of movement, vibration, misalignment and dampness, Code, MH53

	nufacturing Confe Austin Blvd., Oak	
MA53 MB53	ME53 MF53 MH53	MG53 MD53
Name Firm Address City	Zon	e. State



ALUMINUM CANDY MOULDS CHEAPEST, MOST PRACTICAL AND ECONOMICAL MOULD MADE

> Now with a NEW FINISH which eliminates break-in time

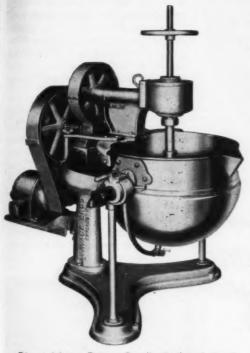
CINCINNATI ALUMINUM MOULD CO.

Dept. M, 1834 Dana Ave., Cincinnati 7, Ohio

for M

# UNEQUALLED FOR PERFORMANCE SAVAGE PATENT TILTING MIXER

Model F-6



bolts. MD53

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s sugation,

ADE

ONER

Direct Motor Drive-Totally Enclosed Bevel Gears-Roller Bearings-Oil Seal

# Years of Experience Has Led to The Production of This Machine

The Savage Patent Tilting Mixer is a marvel of strength, durability and convenience. Now constructed with bevel gears totally enclosed. Unequalled in its adaptation to the requirements of the candy maker. Time and labor saving. It is the standard of quality and performance for the Candy trade.

The Savage Patent Tilting Mixer is the very best steam kettle and mixer made for the manufacture of caramel, fudge, nougat and products that will pour. Also recommended for heavy stiff batches such as Jap cocoanut and cocoanut mass.

> Made in following sizes: 35 gal. with copper kettle 50 gal. with copper or stainless kettle

Further information on request

# A FEW SPECIALS IN REBUILT MACHINERY

National Steel Mogul with three Depositors

50 gallon Model F-6 Savage Tilting Mixer with stainless kettle.

Model K #3 Savage Fire Mixer.

50" two-cylinder Werner Cream Beater.

1000 lb. Werner Syrup Cooler.

200 lb. Savage Flat Top Marshmallow Beater.

600 lb. Continuous Cooker with two 60 gallon

Simplex Gas Vacuum Cooker, also Steam

Form 6 Style R and Form 3 Style D Hildreth

6' and 7' York Batch Rollers.

2000 lb. and 1000 lb. National: 1200 lb. and 600 lb. Racine Chocolate Melters.

# SAVAGE BROS. CO.

M. A. Savage, President . Richard J. Savage, Jr., Vice President

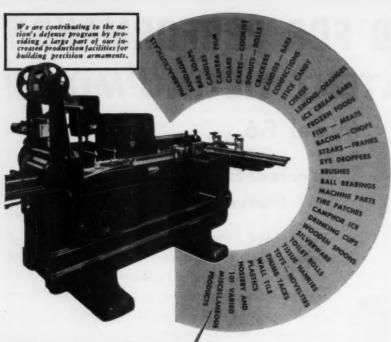
2638 GLADYS AVE.

CHICAGO 12, ILL.



for March, 1953

Page 35



would you like to package



at Speeds of 3 Units per Second!

Solid or fragile - regular or irregular shapes - single or multiple products per unit. It makes no difference to the automatic, continuous feed, high speed operation of the Campbell Wrapper. You achieve important savings in labor and materials, too. Automatic feeds, in many cases, permit one person to tend several machines - And, boards or stiffeners need only be used if desired! Machine wraps all modern packaging materials and films with equal ease, accurately positions pre-printed identifications and provides a full range of wrapper closures . . . crimped, flared, folded . . . glue or hermetical sealing. Send us a sample of your product for a detailed report on how the Campbell Wrapper can improve and speed up your packaging.





to 25 Years Ago

BACK in February, 1928, our second issue of the year was devoted to discussions of the newly arrived samples of Philippine Cocoa Beans, the first of a series on Chocolate Graying, the fourth chapter of "Candy Becomes of Age," an article on experiments being conducted on shipping containers to conserve wood supply, as well as answers to the question, "What Constitutes a 'Strong Sugar'?"

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FIBRE and corrugated boxes being developed were suggested to the candy manufacturers as possibilities for shipping containers to replace the more expensive wooden cases. These new types of boxes have an added attraction to the manufacturer, inasmuch as they are delivered in a knocked-down or flat condition, which simplifies the storage problem existing when wooden cases are used.



# **CONVEYORS**

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities Lower operation costs

# J. C. CORRIGAN CO. INC.

41 Norwood St., Boston 22, Mass.

55 West



# **Patents**

CHEWING GUM MANUFACTURE 2,604,056

Louis William Mahle, Abington, Pa., assignor to Frank H.
Fleer Corporation, Philadelphia, Pa., a corporation of
Delaware

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Application February 16, 1948, Serial No. 8,539 5 Claims. (Cl. 107—1)

An apparatus for preparing laminated stick chewing gum comprising a single means for simultaneously extruding under pressure two superimposed spaced flat strips of chewing gum, means for elevating and advancing the upper strip of gum, means for lowering and advancing the lower strip of gum, means in advance of said gum extruding means and between said elevating and advancing means for extruding under pressure a single flat strip of candy in the same direction as the advancing strips of gum, said last named extruding means having two feed hoppers, each positioned beyond the running confines of other resilient sealing member disposed immediately inside said spacing portions in contact therewith and positioned thereby, said other resilient sealing member peripherally bounding said inter-pane space; and means for pressing said upper pane downwardly toward said lower pane to compress said sealing means until said crests engage said other pane, said last-named means including means for holding said panes.

Even devotees of the continuous boiling system have been impressed by the astonishingly simple and faultless operation of our

# UNIVERSAL VACUUM COOKER

Model SKH

which they are now installing.



APPLICABLE TO ALL KINDS OF HARD CANDY—for absolutely dry quality.

SOFT CARAMELS—as good as from any specialized toffee mixer.

CENTRES, JAMS, JELLIES, ETC.—Unsurpassed preservation of natural fruit flavors and pectins.

For detailed information apply to

# HAENSEL-JUNIOR

Specialized Machinery Works, Lister Damm 19, HANNOVER, Germany

# MAXIN MAXIN MAXIN CH Schling NO REGISE 1303

MAXIMUM COVERAGE

from each pound of coating

Are you sure that you are covering as many centers from each pound of coating as possible? Many manufacturers are not and don't realize it.

Only the Stehling Mixer gives you a large supply of liquid chocolate, properly melted, properly manipulated, and held in suspension ready for the most economical coating operation.

Chocolate manufacturers use the Stehling Mixer as an emulsifier. The manufacturing confectioner also needs the emulsifying action to provide his enrobers and dippers with chocolate of original and uniform viscosity.

You can save money on coatings with a Stehling. Write today for particulars.

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Factory Representative: R. S. and G. B. Hislop 1517 Grange Ave., Racine, Wisc.

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Minute!

Yes-that's speed. but DEPENDABLE speed, coupled with smooth, lowcost operation! Only 2 personnel required for this entirely automatic operation!

WRITE TODAY for Important FREE Brochures.

IDEAL WRAPPING MACHINE COMPANY MIDDLETOWN, NEW YORK, U. S.

MULTIROLL CHOCOLATE REFINER AND LIKE **MACHINES 2,610,800** 

Allan Ashmead Tunley, Peterborough, England, assignor to Baker Perkins Limited, Peterborough, England

Application May 26, 1950, Serial No. 164,419 In Great Britain May 30, 1949

3 Claims. (Cl. 241-32)

In a multi-roll refining machine the combination comprising: a frame; a refiner roll and means rotatably supporting said roll in fixed relationship to said frame; a feed roll; bearings rotatably supporting each end of said feed roll; means supporting said bearings for pivotal mounting thereof onto the frame about a mounting axis spaced from and parallel to the axis of said roll; an abutment pivotally affixed to said frame, means including a frangible member holding said abutment against pivotal movement with respect to said frame; means carried by the housing of one of said bearings and bearing against said abutment for moving said feed roll about said mounting axis and adjusting its spacing thereof with respect to said refining roll.

# APPARATUS FOR FLAVOR TREATMENT OF CHOCOLATE 2,612,832

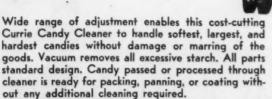
Herman Kurt Wiemer, Wallington, England

Original application December 10, 1949, Serial No. 132,352. Divided and this application December 12, 1950, Serial No. 200,317. In Great Britain December 10, 1948

4 Claims. (Cl. 99-236)

Apparatus for producing flavor development and improvement of chocolate from an already ground chocolate mass containing sugar in granular form comprising a pair of rolls. said rolls being mounted on horizontal parallel axes and spaced to provide a gap between them just exceeding the dimensions of the sugar grains in the mass, a longitudinally extending conveyor disposed above the gap between the rolls, said conveyor being subdivided into successive cham-

Cut Costs the CURRIE Candy Cleaner



Sanitary and labor-saving, the Currie Candy Cleaner has a capacity of 5,000 pounds an hour . . . can be placed in your production line in a matter of minutes . operates independently of all other machinery.

# COMPANY

Main Office & Plant: 1150 Walsh Avenue, Santa Clara, Cal. Chicago Office: 9411 Central Park, Skokie, Illinois

Page 38

THE MANUFACTURING CONFECTIONER

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discs heat bers each provide with a discharge outlet whereby chocolate mass delivered to said chambers is deposited on the rolls in strips, means for advancing the chocolate mass from the feed end of the rolls to the other end, said means comprising a scraper having a scraping edge in contact with a roll at the position of each strip on the roll deposited from said chambers and having a delivery edge for delivering chocolate into a succeeding chamber, and scraping means disposed to contact the rolls adjacent said other end for removing the chocolate therefrom.

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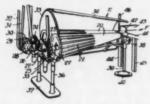
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# COATED CANDY CHEWING GUM AND METHOD OF MAKING SAME 2,559,648

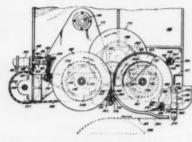
Eric G. Lindhe, Hastings on Hudson, N. Y., assignor to Sweets Laboratories, Inc., New York, N. Y., a corporation of New York

> Application April 9, 1948, Serial No. 19,937 12 Claims. (Cl. 99-135)



A homogeneous wax and oil coated candy chewing gum, devoid of sugar flakes and crystals, having superior oxidative and atmospheric resistance, having the appearance of candy and being chewable to a firm cud, comprising a combination of gum base and boiled sugar, the gum base being encompassed in the form of a fine dispersion in the sugar, said chewing gum having a uniform homogoneous hard candy-like appearance throughout its interior inside of its surface and having a tendency to crunch and fracture like hard candy and consisting of a uniform homogeneous dispersion of substantially dehydrated sugar as an exterior face and the chewing gum base dispersed therethrough as an interior face and said wax and oil coating maintaining the dehydrated condition of the chewing gum.

CANDY MAKING EQUIPMENT 2,612,851
Robert F. Morrison, Oak Park, Ill., assignor to Mars,
Incorporated, Chicago, Ill., a corporation of Delaware
Application April 7, 1947, Serial No. 739,869
7 Claims. (Cl. 107—12)



For use in spreading candy, a pair of parallel, cylindrical spreader rollers, means rotatably supporting the rollers in spaced relationship, a disc disposed at each end of the pair of rollers with the flat face of the disc against the ends of the rollers and spanning the space between the rollers, means mounting the discs for rotation, means connected in driving relationship with the rollers for rotating the rollers in opposite directions so that their adjoining faces are moving downwardly, means connected in driving relationship with the discs for rotating the discs, channel means in the rollers in heat exchange relationship with the peripheral surfaces, and pipe means communicating with the channel means for conducting a coolant into the channel means.



Here's the machine that will save you much time and labor in kneading and mixing batches—the C&M Automatic Batch Kneader and Mixer.

After the candy batch has left the vacuum cooker or cooking kettle and the flavor and color have been added, it is placed in the C&M Automatic Batch Kneader and Mixer. Here, any batch from 30 to 125 pounds is thoroughly kneaded and mixed automatically. At the same time, the water-cooled rotary table, slab and kneading roller cool the batch more rapidly. Only 1½ to 3 minutes time required for a complete batch.

Built for heavy duty operation, the C&M Automatic Batch Kneader and Mixer is simple to operate One operator, without experience, can operate it to its full capacity.

Write today for complete information.

# CAESAR A. MASCHERIN

Exclusive Representative for Carle & Montanari
15 Park Row New York 38, N. Y.

# **CANDY EQUIPMENT PREVIEW**

Published by-menthly by

The Manufacturing Confectioner Pub. Co. 418 NO. AUSTIN BLVD., OAK PARK, ILL.

Publishers of

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THE CANDY BUYER'S DIRECTORY
THE CANDY PURCHASING EXECUTIVES BLUE BOOK

Editor & Publisher

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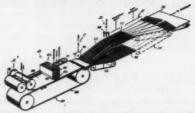
Stanley E. Allured 303 W. 42nd St.—CIrcle 6-6456

OCTOBER

1953

CANDY SLICING EQUIPMENT 2,612,852

Robert F. Morrison, Oak Park, Ill., assignor to Mars, Incorporated, Chicago, Ill., a corporation of Delaware Application July 19, 1947, Serial No. 762,145 16 Claims. (Cl. 107-21)



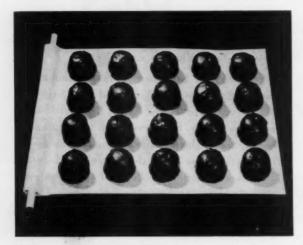
In combination, a plurality of slitting discs disposed in horizontal linear spaced relationship and adapted to rotate in parallel vertical planes, a slicer spaced from the discs in a direction lengthwise of said planes and provided with a plurality of slicing platforms arranged at different positions, slicer knife means above each platform, conveyor means extending from the slitting discs to each slicing platform and conveyor means extending from each slicing platform to a common position.

PROCESS FOR PREPARING NUTS FOR BLANCHING 2,579,245

John Steiner, Chicago, Ill., assignor to The Kelling Nut Co., Chicago, Ill., a corporation of Illinois No Drawing Application December 3, 1947, Serial No. 789,551 6 Claims. (Cl. 146-227)

A process for preparing nuts for blanching consisting of embrittling the skins of the nuts by slightly moistening the skins of the nuts by mildly steaming the skins and surfaces of the nuts from 1 to 3 minutes with steam at substantially 212° F. and then promptly and rapidly drying the moistened skins by rapidly heating the skins and surfaces of the nuts for 5-20 minutes at a temperature between 260° and 290° F.

# BURRELL REFLECTO PLAQUES



A Coated Fabric-Not A Lamination

- A smooth bright finish given to bettoms
- · No separation between coating and fabric
- No cracking or wrinkling of belt, causing poor bottoms

This new Burrell Reflecto Plaque has been developed by Burrell's research engineers to fill the needs for a smooth finish non-cracking plaque belt which will produce fine smooth bottoms on chocolate confections.

Call or write for further information.

Buy Performance—If It's Belting, We Have It

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test it yourself...

right in your own plant without obligation!

SEE FOR YOURSELF HOW THE 4-WAY VERSATILITY OF THIS PRECISION MIXER CAN SAVE YOU MONEY

Now you no longer need depend on someone else's say-so as to what you need in mixing equipment. Simply tell us to send you a 4-in-I Special GROEN TA-RA Stainless Steel Steam Jacketed Agitator at NO CHARGE (except freight to and from Chicago or next destination.) Hook it up and do your own experimenting . . . observe to your own satisfaction on your own work exactly what speeds you need; what type of mixing your products require and precisely what elements of equipment you need in your mixing kettles. Operate the unit through the four stages outlined below and you'll have your answers. Meanwhile, note the variation in speed; the excellence of mixing; the high-speed heating from the Rota-Therm jacket; the demountable couplings for instant removal of entire agitator assembly; and the amazing versatility as you work the unit through these four steps:

- I. As a standard "TA Model" twin-shaft unit with variable speed drive. Affords a gentle folding or kneeding action on heavy viscous materials when agitator is operated in lower speed ranges to a violent whipping action in high speed ranges.
- Remove secondary agitator. Install baffle plates. Unit then
  operates as a deluxe single motion scraper baffle agitator same
  as our popular "RA Model" plus the variable speed feature.
  Unit normally is used for a wide variety of medium to heavy
  products.
- Remove both the secondary agitator and baffles. The remaining outside agitator frame then enables operator to obtain a simple scraping and swirling action.
- 4. With only the high-speed secondary agitator installed the unit can be operated similar to a high-speed, low-cost impeller or propeller mixer.

Take immediate advantage of this "test-it-yourself" plan. It can result in better mixing for you . . . lower costs . . . money saved on equipment . . . finer all-round production.

WRITE US TODAY FOR FULL PARTICULARS

GROEN MFG. CO. 4535 W. Armitage Ave., Chicago 39, III.
30 CHURCH STREET. NEW YORK 7 • 7 FRONT STREET. SAN FRANCISCO 11

Half a Century of Time Kelller

WORLD'S LARGEST PRODUCERS OF STAINLESS STEEL STEAM JACKETED KETTLES

for March, 1953

Interior View with Agitator Parts in Place

Page 41



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# FLEXIBLE WRAPPING MACHINE



Automatically forms, cuts, twist wraps or fold wraps rectangular or cylindrical-shaped pieces INTERCHANGEABLE FOR BOTH PIECE SIZE AND STYLE OF WRAP

The interchangeable features of the F.W.T. Combination Machine make it possible for you to use one machine to either fold or twist wrap as well as produce different size pieces of candy on the same machine. Changes easily made by the operator.

HIGH SPEED ECONOMICAL

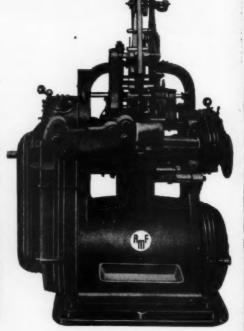
# TWIST WRAPS FOLD WRAPS

650 pieces per minute 500 pieces per minute









Many other new, advanced features... write the Rose Candy Machinery Division today for DM-361. This folder gives you complete information and specifications on this important addition to the famous line of AMF Rose Candy Machines.

# AMERICAN MACHINE & FOUNDRY COMPANY



Page 42

THE MANUFACTURING CONFECTIONER

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# Technical Literature

World-wide developments and research in conjectionery and food processing techniques are noted for confectionery manufacturers.

# Industrial Heat Transfer

PAP

F. W. Hutchinson, x plus 326 pages, 1952, \$6.00.— The text is the basis for the many charts which are given for the solution of equations for obtaining heat transfer coefficients in the simplest cases of conduction, radiation, convection both natural and forced, and combined heat transfer wherein two coefficients must be considered.

The solution of problems on heat transfer between industrial fluids involves the solution of complex formulas as well as time-consuming determination of viscosity, specific heat, and density of fluids. This book features 128 working charts from which a direct solution of heat transfer problems can be obtained for 70 industrial fluids ranging from air and acetylene to sulfur dioxide and water. The graphs are equal in accuracy to the equations from which they are derived.

The book is divided into six chapters as Introduction, Conduction, Radiation, Convection, Combined Heat Transfer, and Forced Convection. A six-page Appendix provides dimensional and capacity data for schedule 40 and 80 pipe, and Type K, L, and M copper tubing as well as a table on the properties of materials.

This book may be considered as a practical handbook for specialized fields.

-W. H. C.

# The Chocolate Industry

Donald G. Mitchell, 47 pages, illustrated, 1951, \$1.00. This monograph tells about the development, size, and processing of this important industry. Further, it takes you behind the scenes and gives details of the various jobs, with qualifications necessary and opportunities offered for advancement—a prospectus for men and women considering a vocation—picturing the chocolate industry as the prospective employer.

The author, research chemist with Walter Baker Chocolate and Cocoa Division, General Foods Corporation, has done a marvelous job.

-W. H. C.

# Food Industris Manual, 17 Edition

T. Crosbie-Walsh, general editor, LXXXVLII plus 1036 pages, 42 shillings (1951).

This handy food manual is composed of 14 sections as follows: Milling, Flour, Baking, Flour Confectionery; Sugar Confectionery, Chocolate, Jams, Jellies, Canning and Preserving; Meat Products; Pickles and Sauces; Dairy Industry; Food Dehydration; Edible Fats and

Fatty Foods; Fruit Juice Products; Food Storage and Refrigeration; Food Handling Equipment; Packaging; The Boiler House; and Tables on Food Composition.

Each section has been prepared by an authority in the field. Confectionery covers such a large gamut that nearly all sections are of interest. For example, information on vitamins will be found in the first section; hydrogen ion information in section three; and milk flavors are discussed in section six. The confectionery industry needs information and knowledge from related industries.

Although the confectionery section may be less comprehensive than some readers might wish, it is concise and quite inclusive. Necessarily, an encyclopedic book of this type cannot contain everything. Numerous references are listed. Many confectionery raw materials are covered and processes are described. Invert sugar has over three pages devoted to its usage and manufacture. Toffee, popular in England, is given eight pages. Diabetic foods, including chocolate, was one of the unusual listings found in this book.

Under section 12, chocolate packaging is given attention. And so, throughout, much valuable information may be obtained. This reviewer can do no more than say that if you desire a handy, one volume source of information, this book should be considered.

# Chocolates Despues de la Segunda Guerra Mundial

H. C. J. Wijnoogst, 259 pages, illustrated, 1952, \$5.00.

—This is the Spanish edition of Chocolates After World War 2. The English and German editions are nearly out of print.

To our Spanish readers, we can offer no better book on Chocolate.

-W. H. C.

# Year Book of the Dutch Pastry Industry, 1952.

Published at Marnixstraat 380, Amsterdam, 90 pages, paper bound, free on request.—Firms manufacturing Dutch pastry, rusk, biscuit, cake, and wafers are listed. Some advertising is included.

This annual should be of value to equipment and flavor firms who wish to extend their marketing to Europe.

-W. H. C.

# Homogenized Milk, A Review and Guide

G. Malcolm Trout, 233 pages plus xlx, illustrated, 1950. Price \$3.75.

The Michigan Agricultural Experiment Station has been engaged in studies of milk homogenization since 1930. This book includes the results of these studies plus those of other research agencies besides presenting a background of historical information and recent commercial applications and usage.

There are seven parts or chapters headed as: 1, An introduction to homogenized milk; 2, Effect of homogenization on the physical and chemical properties of milk; 3, Effect of homogenization on the fat and proteins of milk; 4, Processing homogenized milk; 5, Problems associated with homogenized milk and their control; 6, Laboratory control; 7, Qualities of homogenized milk with which the consumer may be concerned. Twentynine pages of references to literature on the subject are appended.

This is a beautifully printed book; worthy of any press, and a credit to the Michigan State College Press.

er gives

chines.

TIONER

# the texture of chocolate

J. KOCH

IT IS not always realised that the modern eating chocolate is a comparatively recent innovation and that up till the latter part of the nineteenth century chocolate was regarded solely as a drink. Before about 1850, cocoa

beans were certainly always roasted, shelled and mashed up with some sort of grinding device, but it was clearly either unappreciated or else considered a disadvantage that they contained sufficient fat to form a satisfactory emulsion without the addition of water at all. Until even later than this, the cocoa butter content of chocolate was looked on as a nuisance; it made the drink unnecessarily fatty, even to the extent of being difficult to prepare, and it was also thought to be a diluent of the cocoa flavour. Commercial extraction of cocoa butter was first started by Van Houten of Holland in 1828, with the aim of improving chocolate drinks, and all through the nineteenth century his defatted cocoas were known as cocoa essence, indicating that they were a form of concentrated cocoa; they achieved a world wide reputation and made the name of Van Houten preeminent in the cocoa world. In some circles an addition of corn-flour to the ground cocoa was also usual, as it had the effect of absorbing excess cocoa butter and making the granulated chocolate more amenable to dispersion in water. Strange as it may appear by comparison with modern standards, both these practices tended to improve the acceptibility of the chocolate drinks of the time, since free fat in association with water could hardly have been beneficial to either the consistency or in the flavour of the finished concoction.

It was probably not until the question of absorbing Van Houten's output of excess cocoa butter arose that serious thought was given to the possibility of mak' an eating chocolate in which fat formed the continuous phase, rather than water. An essential for the production of good eating chocolate was certainly also the introduction of efficient grinding equipment, firstly because sufficient butter cannot be freed without fine grinding of the nib, and secondly because every bit of an eating chocolate must be digestible whereas incompletely ground pieces of cocoa can be allowed to settle out of a drinking chocolate in the form of dregs. Tempering and moulding are additional processes required for the manufacture of eating chocolates, but the early history of their development does not appear to have been recorded. As cocoa butter was first extracted at least 300 years ago (probably by skimming ground nib) and was then sold for medicinal purposes, the rudiments of modern tempering were probably acquired from the old pharmacists who had long used similar blending and cooling techniques to prepare fatty ointments and salves; very old men in the trade also describe how towards the end of the nineteenth century eating chocolates were kneaded on cool slabs and then patted, or rather punched, into crude moulds, for free flowing chocolates were then a rarity.

The perfection of the fat based eating chocolate, originally known as fondant chocolate, is usually attributed to Rod. Lindt of Switzerland (1879), who developed the longitudinal conche, probably from an adaptation of the not dissimilar Bozelli grinding machine (Italy, ca. 1800). By means of his invention, Lindt not only achieved a more complete release of cocoa butter from inside the cellular structure of the nib, but also a compacting of the non fatty solids which left less dead space to be filled out with excessive fat, two effects which had hitherto been looked on as disadvantageous when a water based drink was the aim rather than a fat based eating chocolate. That he at the same time hit on a process

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Since 1 on Lindt considera of grindin his basic the produ became c expansion growing extraction to the pr only were pumps ar more cun but exces poor flav ferior or butter bee return to moderate machines cocoa but variant e German ] Messr of crystal a non fat though in stability 1 cheapness in Europe little mor about as

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which seemed to give a particularly favourable environment for flavour development is well known, though scientific opinion is still by no means unanimous as to the whys and wherefores of it.

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Since 1879 many improvements have been attempted on Lindt's process, usually based more on economic considerations than on qualitative ones; the performance of grinding machines has also been much improved, but his basic processing remains the standard, especially for the production of high quality chocolates. As cocoa butter became cheap and plentiful, partly because of the general expansion of cocoa plantations and partly because of growing success in the application of Van Houten's extraction techniques, manufacturers tended to go over to the production of more fluid chocolate masses. Not only were these cheaper and easier to manufacture, as pumps and simple mixers could be used in place of the more cumbersome melangeurs and longitudinal conches, but excess cocoa butter could be used to cover up the poor flavour of cheap cocoas, whether due to their inferior origin or to incomplete processing. As cocoa butter became scarce again, manufacturers were forced to return to the more exacting Lindt style chocolates of moderate to low fat content, processed in heavy kneading machines, or even to revert to a partial replacement of cocoa butter by water. A particularly interesting modern variant of the water based chocolate is described in German patent No. 744,862 of January 1944, taken out and Messrs. Sarotti of Berlin, according to which the water of crystallisation of a hydrated sugar is used to produce a non fatty continuous phase of microscopic dimensions, though in this case the water base was designed to give stability under conditions of tropical storage, rather than cheapness. The cruder water chocolates sometimes seen in Europe contain a much coarser water structure and are little more than partially dehydrated cocoa drinks, with about as much relation to genuine fondant chocolate as a water ice has to ice cream; they are also subject to many undesirable forms of deterioration on storage.

In fondant chocolate, the fat serves as a protective covering for the flavouring matters and as a binder for the emulsion of cocoa solids, milk solids and sugar. The essential feature of the fat is that it should melt at a suitable rate at blood heat, releasing the flavourings to the taste buds of the mouth and throat in a continuous stream and also producing a characteristic creaminess of texture. The rate of melting can be deliberately varied in a number of ways; the effects of poor tempering and cooling are already fairly well known, usually resulting in greasiness at first, followed later by excessive crystal growth and a coarse fat structure which scarcely melts at all in the mouth. Probably less well known is the change in apparent melting point as the formula is varied to include more or less fat. Though the non fatty parts of the mix do not usually alter the melting point of any component of the fat, they do alter the temperature at which the degree of melting is sufficiently complete to allow the structure of the chocolate to be collapsed by pressure (e.g. by chewing). Pure cocoa butter, for instance, produces quite a different effect in the mouth from that of a piece of chocolate made from the same cocoa butter. and cocoa powders are still more unlike, though the same general pattern of behaviour with change in temperature

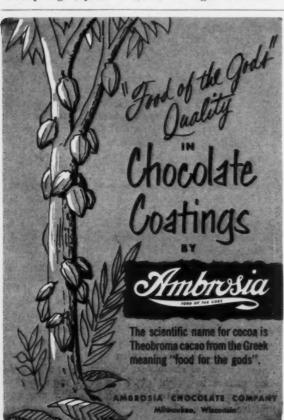
is found to exist in each case. The rate of melting has a great deal to do with these effects, and it is also considerably affected by the physiological condition of the eater, especially by the temperature of his surroundings; very interesting estimations of heat transfer rates in a man's mouth and of the amount of energy required to melt a given piece of chocolate can be made and though they may not be very precise, they do help to throw light on the factors which may have to be controlled if an exceptionally successful sample is to be reproduced. In general, however, there is no method of predicting the characteristics of a particular mix with any certainty and it has to be left to the distributor to find out which brands of chocolate become the most popular in different circumstances; the effects are nevertheless of importance and every manufacturer should be aware that most successful formulas owe as much to environment at the time of eating as to any innate goodness of the formula itself.

Methods of varying the rate of melting by incorporating fats of different melting point are more involved than is generally supposed; a great deal depends on the balance of the fat mixture, and quite a small proportion of a low melting constituent, free to separate out, is sufficient to increase the rate of heat transfer in the mouth quite considerably and so give more rapid melting. Top quality cocoa butter, for instance, appears to have been blended by nature to a critical balance, and even the addition of much higher melting fats often causes an apparent increase in the rate of melting as low melting fractions appear to have become free to produce a greasy effect, where before they had been bound up in the balance of the whole. Experience of satisfactory blends of cocoa butter with other fats is somewhat limited, as there has always been a prejudice against adulteration of natural cocoa butter with other fats, but there are occasions when the natural balance is probably not the ideal one and controlled additions of a selected fat would be beneficial. Probably the most experience has been gained in connection with milk fat mixtures, for in most milk chocolates there is automatically a blending of cocoa butter with milk fat, and experience shows that particular blends tend to be considerably more effective than others; one of the principal attractions of a good milk chocolate is that its texture may be preferable to that of a pure cocoa butter chocolate, at least for consumption in temperate climates.

To a large extent, however, individual formulas for fatty confections which are outstandingly successful are the result of chance or of the skill of an individual craftsman who varies his technique according to the quality of the materials offered him; texture control as a science is still very much in its infancy, but a study of it is one of the keys to further advance along the road opened up by Van Houten and Lindt. Whether from a study of the properties of margarine or ice cream, or from the chocolate eating habits of the Alaskans or the Panamanians, there is a wide field from which to gather pointers as to the most effective ways of modifying the fat structure of chocolate; it has been still further widened by the introduction of aerated chocolates, in which the ratio of exposed surface to weight of chocolate is much higher than for solid chocolates, so making possible new and attractive melting effects, not the least significant of which is an improved consistency at low fat contents.

# News of Associations

• The National Confectioners' Association has released a skeleton program for their annual convention being held at the Waldorf-Astoria Hotel in New York City, June 14-18, 1953. Candy manufacturers from New York, Philadelphia and Boston are working together in planning the convention. Charles R. Adelson is serving as Convention Program Chairman. Chairmen for the committees for the various phases of the program have been appointed as follows: Production Forum-W. Tresper Clarke with Charles Carilli, James C. Drury and James A. King on the committee; Merchandising-Tolbert N. Richardson Jr., with Philip Wunderle III, William M. Noonan and Otto J. Glaser on the committee: Advertising-Tico Bonomo; Packaging -Richard D. Muzzy. Other committee chairmen are: Golf-Paul Forsman; Ladies Entertainment-Jack Swersey; Sunday Night "Get-Together-Fred E. Magenheimer; Exposition—David O'Connor. Sunday night, June 14th will be registration and



"NCA Sunday Get-Together"; Monday, the Golf Tournament; Tuesday, the official opening of both the program and the Confectionery Industries Exposition. This follows through Thursday with the Dinner Dance that night.

• Associated Retail Confectioners of the U.S.A. are holding their 33rd annual convention June 14-17, 1953, at the Hotel Commodore, New York City. Exhibits will be on display and program plans will be released later.

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• Philip P. Gott, NCA president, announced the appointment of H. MacGregor Tuttle, Jr., as manager of the Field and Promotion Department of the Association. In this capacity Mr. Tuttle will work through committees on promotion and merchandising confectionery and devote attention to state legislative problems that af-

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fect the industry. Mr. Tuttle's experience has been in industrial management, sales promotion and merchandising for the chemical and food industries.

- The Philadelphia Candy Show, sponsored by the Retail Confectioners of Philadelphia, has just completed its sixth successful show in Philadelphia. The total attendance mark hit over 1400 with 579 buying firms listed. The Associations Candy Show Committee, with James C. Asher as Chairman, have announced dates for coming shows as follows: September 20th-23, 1953, January 23-27, 1954, and September 18-22, 1954, all dates inclusive.
- . Mr. Shelby T. Grey, Chief of the Chicago District, Food and Drug Administration, spoke on the subject "The Federal Food, Drug, and Cosmetic Act as it Applies to Candy". Mr. Grey gave a general summary of the enforcement policies of the Administration, and results in the candy industry as he outlined the specific sections of the law that concern the candy manufacturer. The subject of slack-filled packages of candy was discussed as an "economic cheat" and Mr. Grey stated that the Administration had not been very successful in regulatory actions involving this type of violation. The problem, he said, is that the Administration must show not only that the candy package is slack-filled, but that it is misleading to the consumer. Consumer consultants have been appointed in each of the Administration's sixteen field districts, and these may be used to obtain a consensus of consumer opinion with regard to any problem where this information would be valuable to the Administration in considering its regulatory obligations. Mr. Grey complimented the candy industry on its fine record of cooperation and compliance with the law and cited the small number of regulatory actions initiated during the past year.
- The Bureau of the Census, Department of Commerce, recently announced that preliminary figures indicate that manufacturers' sales of confectionery and competitive chocolate products in December, 1952, were considerably higher than sales in December of the preceding year in terms of both poundage and dollar value of sales.

# Distribution • Sales • Advertising



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• Stephen F. Whitman & Son, Inc. presented a special plaque to Harry H. Howren, the only salesman in the 110-year history of the company to break the half million selling mark in one year. Louis L. McIlhenney, left, Chairman of the Board, congratulates Mr. Howren on his record-breaking sales, while William M. Noonan, center, looks on.

• The Quartermaster Food and Container Institute for the Armed Forces, Chicago, has a newly appointed commandant. He is Lt. Col. George F.

McAneny, who officially assumed his duties on January 26, this year. Col. McAneny is a native of



Col. McAneny

New Jersey and a graduate of the U. S. Military Academy, the Quartermaster School, Virginia, and the Quartermaster Subsistence School, Chicago.

As commandant of the QM Food and Container Institute, Col. McAneny will have the responsibility of guiding the progress of the food research and development program toward new and im-

proved rations for all the Armed Forces. He will also direct the container research and development program, toward improving the packaging and packing of rations and more than 80,000 other items of Quartermaster supply.

• The annual Census of the Vending Machine In-

SPEAS

APPLE PRODUCTS

the Standard of Quality for sixty years

NUTRL-JEL

for preserves, jams, jellies, marmalades

CONFECTO-JEL

for jellied candies

**CONFECTO-JEL**—a buffered apple pectin mixture for jellied candies—ready for use.

CONCENTRATED APPLE JUICE

Plunts in Apple Regions From the Atlantic to the Pacific
SPEAS COMPANY, General Offices, Kansas City 1, Missouri

dustry, as published by Vend magazine, indicated that average weekly sales from candy bar vending machines established a record high during 1952 for the 1945-1953 period, with 421,360 candy machines selling a total of 4,338,322,560 bars. The survey disclosed that 36 per cent of the vending machine companies now sell some dime as well as nickel bars, and an additional 29.5 per cent of the operating managers expect to be vending dime merchandise by the end of 1953.

Spangler Candy Company, Bryan, Ohio, has a new premium promotion on their one-cent Animal Suckers. With each ten-case order of 120 boxes goes a free set of eight aluminum perma hue colored tumblers.

- Mars, Inc., Chicago, producers of the Snickers Candy Bar, will sponsor the presentation of awards to the top ten comedians of America during the celebration of the eighth annual National Laugh Week, April 1-8. The comedians will be chosen by a survey conducted by the Humor Societies during the past year. The Snickers Awards will be in the form of handsome scrolls paying tribute to these laugh makers.
- D. A. Schulte is installing new self-service candy bar display racks in its many stores, as part of its quarter-million dollar modernization program. According to Robert Messick, general sales and advertising manager, these racks are designed to make it easier for the customer to buy candy and also easier for the clerks to replenish the stock.



PAPERBOARD . FOLDING CARTONS . SHIPPING CONTAINERS

· Vernell's Sales Co., manufacturers of Vernell's fresh buttermints, plans a sharply stepped up advertising and promotion schedule for 1953 in order to promote their popular product. Copy for top magazine advertising during the first half of the vear will stress the high quality of ingredients and use of the slogan "butter makes the difference."

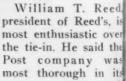
 Bachman Chocolate Manufacturing Company. Mount Joy, Pennsylvania, announces the appointment of Wilson C. Rich as sales manager. Mr. Rich was for many years with the Robert A. Johnston Company of Milwaukee, Wisconsin and Hillside, New Jersey.

• Switzer's Licorice Co., St. Louis, for the first time in history, has scheduled advertising in newspapers. Eighteen major metropolitan markets will be covered, as well as consumer magazines and the appo confectionery trade publications. The "low calorie" theme will be continued in 1953.

• The Red Candy Company of Chicago has just Inc., acc completed an arrangement with the Post Cereal Company of Battle Creek, Michigan, which is expected to result in an enormous sampling and ad-

vertising campaign of Reed's "Paloops"

Starting in April, the Post company will include one Reed Paloop in each package of has made Krinkles. It is expected this will amount to a total of 2,400,000 Paloops distributed throughout the nation. Major markets in Chicago, Philadelphia and New York will be hit first, but the distribution will be nationwide.



investigation of the candy company and the product before accepting Paloops as a sales premium for their cereal.

The Reed company recently announced an overall aggressive sales program and the formation of a new decentralized selling organization. R. A. de Muinck was elected a vice-president of the company. responsible for national syndicate store sales as well as New York metropolitan district sales; James D Webb was appointed assistant to the president in charge of the company's direct territory salesmen Fred T. Reid was also appointed assistant to the president in charge of all brokerage, export and military sales; Gail B. Webber was named Chicago district manager; and Eugene O. Reed was appointed West Coast district manager.



Mr. W. T. Reed

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# order Supply Field News

pany, . Dodge & Olcott has added another to its series point of flavor brochures-this one on Cosmo Flavors. . Mr. Also available is the company's 20-page catalog John of Essential Oils and Aromatic Chemicals, with Hill- product listings and price information.

Copies of both books are available on request to Dodge & Olcott, Inc., 180 Varick Street, New York

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news- John E. McKeen, president and chairman of the s will board of Chas. Pfizer & Co., has recently announced and the appointment of Robert H. Briggs as manager of lorie" the chemical sales division. Marshall N. de Noyelles has been named assistant manager.

F. H. Leonhardt, president of Fritzsche Brothers, s just Inc., accompanied by his son and Joseph A. Huisereal king, vice presidents, officiated at the opening of is exthe company's new Toronto plant on January 21.

• The Dow Chemical Company has moved the aromatics sales office from the company's Aromatics Laboratory in Jersey City to the New York office at 30 Rockefeller Plaza.

• The Rodney Hunt Machine Co. in Orange, Mass., e of has made two promotions within its sales' staff.

> Pecans and Eastern Black Walnuts . . . For Your Added Protection

For over 55 years Funsten has made available only the highest quality Pecans and Eastern Black Walnuts. Now, for your added protection, all Funsten nut meats are Funstenized-a new process (not heat treated) for destroying harmful bacteria and assur-

ing year 'round natural flavor. After nut meats are "Funstenized," incubation tests show insect life all negative, bacteria, yeast and mold negligible when

New red and blue printed shipping fication of halves and pieces. Stronger, stack with less damage. Grease-proof inner-liner.

cases designed for easy color identi-

For prices and terms, see your local Funsten broker or write:

R. E. FUNSTEN Company, 1515 Delmar, St. Louis 3, Ma. "Highest Quality for Over 55 Years"



Mr. Phillips

Jack W. Rembe has been made sales manager, and Langdon M. Phillips assistant sales manager. Both men have been with the company for several years.

 National Starch Products, Inc., has recently dedicated a new research laboratory. Known as the Alexander Laboratories, the structure, located in Plainfield, New Jersey, was dedicated in the memory of Mr. Alexander Alexander, founder, and chairman of the company until his death in 1940.

Robert Gair Company, Inc., has appointed William H. Caddoo to be in charge of paperboard production, and Wilfred W. Scheide in charge of



It's the most constructive

service ever offered to candy manufacturers!

You get expert package design appraisal based on your product, your sales-objectives, your market. Panel includes the distinguished package designer, Donald Deskey, William R. Baker, Jr., Chairman of Board, Benton & Bowles and Fairfax Cone, President, Foote, Cone & Belding. Write address below for free leaflet on the Walter Baker Package Design Clinic. No cost or obligation whatever!

And look to Walter Baker for the finest in high grade:



folding carton production. Both men have been with the Gair company for several years. Roger C. Dickey has been named as assistant to the process engineer, to be in charge of mechanical packaging for the folding cartons division.

• Magnus, Mabee and Reynard, Inc. held its 22nd annual sales conference at the Gramercy Park Hotel, New York City, January 8, 9 and 10. The three-day meeting, presided over by A. H. Downey, head of MM&R Technical Research Department, closed with a dinner at Toots Shor Restaurant, attended

Mr. Fischer was recently elected to the Board of

Mr. Fischer

by some 80 staff members and sales force. Mr. P. C. Magnus, president, reviewed world conditions in respect to essential oil and set forth the company's aims for 1953, in his keynote and closing talks.

W. F. Fischer, sales manager celebrating his 45th year with the company was feted at the closing dinner. Also honored was Mrs. Toby Silverman, who was admitted to the exclusive 20-Year Club.

Directors of the Candy Executives and Associate Industries Club.

New Jersey, is celebrating its third anniversary as suppliers of chocolate coatings, chocolate liquors, chocolate chips, etc. to the confectionery industry. Mr. Leo K. Van Leer, president, counts some 21 years of personal experience in the manufacture and sale of chocolate products and has expressed his confidence in the continued and rapid growth of his organization.

• Felton Company, France, with a factory and warehouse in Versailles, Department Seine et Oise.



Monsieur Gelen

is being represented by Leon Gefen at the annual meetings now being held at the Felton Chemical Company headquarters in Brooklyn, New York. Monsieur Gefen, an engineer graduated from the University of Toulouse, is a well known figure in European essential oil circles. He directs the activities of the European Felton organization, and acts as general Jurchasing agent of continental essential oils and

natural aromatic products for the Felton Company.



# It's hard to do...but it can be done and Wilbur does it again and again

The secret is control—Control in the factory is just as important as control on the bowling alley.

And "control" is the watchword at Wilbur-Suchard.

Month after month, the delicious Wilbur Chocolate
Coating you select will have exactly the same rich color. Only long experience in the blending of ingredients makes possible such close, consistent color control in the manufacture of fine Wilbur Chocolate Coatings.



WILBUR-SUCHARD CHOCOLATE COMPANY, INC. . LITITZ, PA.



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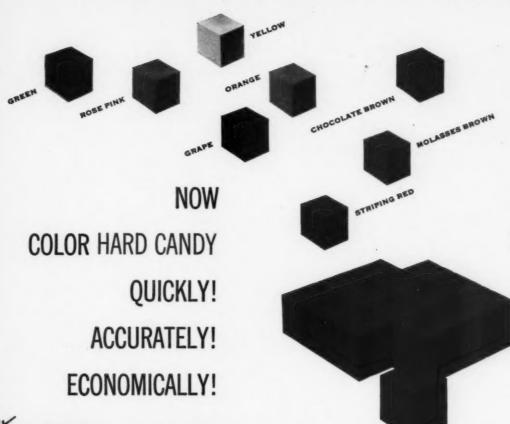
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# ATLAS SELF-MEASURING





QUICKLY! Atlas Self-Measuring Color Cubes are the fast, easy, fool-proof way for anyone to color a hard candy batch of any size. Atlas Color Cubes are readily and fully soluble in hard candy. Just use 1 cube to color a 35 lb. batch.

**ACCURATELY!** The patented\* self-measuring feature of Atlas Color Cubes guarantees dependable color uniformity in every batch. In a 1 lb. box, each of the 8 2-oz. squares is precision-scored to form 16 color cubes per square. They break off easily and exactly, assuring accurate color control every time.

**ECONOMICALLY!** Atlas Color Cubes save you time and money. No waste—no muss—no time lost preparing pastes—and everything, even hands, are kept clean. And just 1 lb. will efficiently color approximately 4,500 lbs. of hard candy.

Want proof ATLAS Certified Color Cubes are best for your needs? Try a box...if not entirely satisfactory return the unused portion for full credit.

ANOTHER COLORING "FIRST" FROM THE FIRST PRODUCERS OF CERTIFIED COLORS

THOHNSTAMM & COMPANY Inc.

89 PARK PLACE, NEW YORK 7 • 11-13 E. ILLINOIS ST., CHICAGO 11 4735 DISTRICT BLVD., LOS ANGELES 11
BRANCHES IN OTHER PRINCIPAL CITIES OF THE U.S.A. AND THROUGHOUT THE WORLD \*\*PATENT NO. 1988174



An attractive design of chicks, eggs and bunny printed with gloss inks in rose, purple and yellow decorates this new folding carton tray for Edgar P. Lewis & Sons. Carton is easily filled and permits faster packaging production. A cellophane overwrap maintains the fresh clean appearance of this Easter item.

Carton: Robert Gair Company, Inc.



Looking through the cellophane window of this package, the background of the Easter Egg is a continuation of the appealing certon design. This is accomplished by utilizing a tuck top and a double wall tuck printed in an appropriate design. Increased sales appeal for Jackobs Candy Company. Carton: Sutherland Paper Company.

# What's New in Candy Packages



Beech-Nut Gum in a new feature package is using a printed foil overwrap on the 5-stick packs. This high gloss printed foil overwrap saves costs and gives them moisture-vapor-proof protection. A wax seal is used on this overwrap. This switch in package eliminated one station on the packaging machine. Wrap: Reynolds Metals Co.



White Easter lilies and white lettering stand out against a rich purple background on the Cellophane overwrap Holiday for Fairhill Chocclates. The overwrap can easily be removed by the retailer for display on the Monday after Easter. Wrap: Milprint, Inc.



Three harmonizing colors, orange, cream and brown enhance the sales appeal of this ten piece, four cunce package for the H. B. Reese Candy Company. The lace design conceals the carton edge and dresses up the finished product. This package was designed to fill the needs of Reese for a new "impulse" package—popular price and full visibility. Wrap: Milprint, Inc.



A cartoon-style design of flowers and bunnies, printed in the traditional Easter colors of purple and yellow on white board, catches the eye for this package of New England Confectionery Company. The large Easter-egg shaped transparent window shows the four different kinds of candies contained. This carton in one of a family of packages for Easter. Carton: Robert Gair Co.



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# DURABLE Beauty



CHOCOLATES
MINTS
HARD CANDIES
ASSORTMENTS



DISTINCTIVE - PRACTICAL ECONOMICAL - COLORFUL



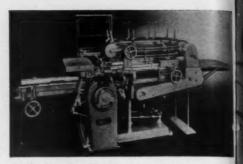
STOCK DESIGNS
AND SIZES
ALSO AVAILABLE

Quality OLIVE CAN COMPANY Service

MANUFACTURERS • DESIGNERS
PLAIN • LITHOGRAPHED
METAL CONTAINERS
450 N. LEAVITT ST., CHICAGO 12, ILLINOIS



High-speed Hansella-Forgrove set-up, consisting of the Hansella 19-H Batch Former, the 65-C Rope Sizer and the Forgrove Model 42. Has a capacity of 500 to 600 pieces of hard candy, toffee or caramels a minute.



Model FA Wrapping Machine. Wraps up to 100 cartons a minute, including extension-edge boxes Can automatically apply price medallion.



# for better production · lower costs

At Package you'll find unexcelled experience, and the most comprehensive line of machines for the confectionery industry.

Our various types of wrapping machines, including the famous Forgrove models, are widely used for bar goods, hard candy, caramels, etc., and for overwrapping cartons. Our Shell-Pakit bagging machine, now being used for Kraft Caramels, makes an exceptionally strong bag, and is adjustable for a different size in a matter of minutes. For large savings on cartons, we offer the PA Carton Former and our Tray-Lock models.

In addition, we supply the well-known Hansella Cookers, Batch Formers, Rope Sizers, etc. - machines that offer many revolutionary features never before available.

We suggest that you ask our nearest office for complete information on the type of equipment in which you are interested. We are sure we can assist you in obtaining more efficient production - lower costs.

PACKAGE MACHINERY COMPANY · Springfield, Massachusetts NEW YORK ATLANTA DALLAS CHICAGO BOSTON CLEVELAND DENVER LOS ANGELES SAN FRANCISCO SEATTLE TORONTO MEXICO, D.F.



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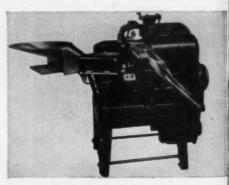
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at speeds up to 140 a minute. Also adaptable wrapping patties.



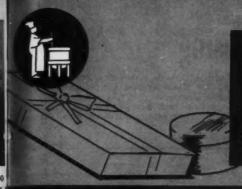
The high-speed Forgrove Model 22-B wraps up to 200 pieces of hard candy a minute. Has automatic feed unit which requires virtually no attention by operator beyond filling. Forms a tight fantail twist Adaptable to cellophane, waxed paper and reinforced foil. Printed understrip with a transparent overwrap may be used.



The Shell-Pakit bag-making, weighing and filling machine makes a rectangular-shaped, flat bottom bag of great strength. Printing may appear on front back and bottom, affording excellent display. The machine may be equipped with an attachment for applying a thermoplastic saddle label over the top of the bag. Uses single, laminated or double-fed heat-sealing cellulose film. Easily adjustable for different sizes. Speed, 30 to 45 bags a minute.

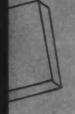
See us at the Packaging Show—Booth 103, Navy Pier, Chicago, April 20-23

# PACKAGE MACHINERY COMPANY



# Candy CKAGING

SUPPLIES . SALES AIDS . MERCHANDISING



SECTION APPEARS MONTHLY IN THE MANUFACTURING CONFECTIONER

# cash in on DAYS and WEEKS

Millions of dollars of promotion and point-of-sale naterial was spent in 1952 to promote special days and ceks in every corner of the country. This expenditure money, time and effort made on the part of clubs, d associations, government agencies and other organvations for their own "Days" and "Weeks", and exfed from the national advertising mediums to local vertising and displays in retail stores. The most familiar "Day" to candy manufacturers is Sweetest Day, and in some localities this has been promoted into a definite sales stimulus. But what about Father's Day, National Laugh Week, Grandmother's Day, National Honey Week? With some imagination and planning, these and other special events could be used by various candy manufacturers to their own advantage. Local and national advertising can be tied in with that of the promoting organization, and package can be adapted with sleeves, bands, seals or labels to carry the theme into retail distribution. Actually, if close cooperation is effected with the promotion organization, much of the pre-selling can be done by them. Check the following list of merchandising dates; and then plan to add one or more to your promotion and packaging calendar.

os up to April 1-8, National Laugh Week National Laugh Foundation New York, N. Y.

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nsparent April 12, Daughter's Day The National Cedar Chest Ass'n Chicago, Ill.

> April 14, Pan American Day April 12-18, Pan American Week Pan American Union Washington, D. C.

April 13-19, National Boy's Club Week Boys' Clubs of America New York, N. Y.

April 25-May 2, Boys and Girls Week Rotary International Chicago, Ill.

May, Milk Carnival American Dairy Ass'n Chicago, Ill.

May 10, Mother's Day National Committee on Observance of Mother's Day New York, N. Y.

May 18-23, World Trade Week New York World Trade Week Committee New York, N. Y.

May 21-June 21, Father-Child Month June 14-21, Father-Son Week June 21, Father's Day Father's Day Council Chicago, Ill.

Sept. Back-to-School Lunches American Dairy Ass'n Chicago, Ill.

Oct. 4-10, National Cranberry Week National Cranberry Ass'n Hanson, Mass.

Oct. 11, Grandmother's Day Grandmother's Club of Chicago Chicago, Ill.

Oct. 17, Sweetest Day Sweetest Day Committee New York, N. Y.

Oct. 15-31, Girl Scout Week Girl Scouts of the U.S. New York, N. Y.

Oct. 25-31, National Popcorn Week National Ass'n of Popcorn Mfrs. Chicago, Ill.

Oct. 26-31, National Honey Week American Honey Institute Madison, Wisconsin

Oct. 29-Nov. 7, National Apple Week October 31, National Apple Day National Apple Week Ass'n Rochester, N. Y.

November, Butter Holiday Treats American Dairy Ass'n Chicago, Ill.

for March, 1953

# **National Advertising**

The following National Advertising listings have been compiled and arranged as an informative service to the confectionery industry.

Information on magazine advertising expenditures is printed by The Manufacturing Confectioner with the special permission of Publishers Information Bureau.

The radio advertising table is compiled and arranged by the staff of The MANUFACTURING CONFECTIONER from

New Eng Pangburr Peter Pa

Perkins'

Planters Thomas Rockwoo

Saleway Frank G Sophie I Russell Sweet C Sweets Switzer' Vernell' James C Stephen

Wilbur-R. C. W

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Zion In Total M Rac Americ

Fred V Gold I Hawle Walter Kraft F Mars, Sweets Willia:

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network and private sources.

These listings have been a regular feature of The MANUFACTURING CONFECTIONER publications since May,

	December	Total	_ December
dvertiser Magazines red W. Amend Co.	Expenditure	1952	1951
Last advertised in January, 1951	\$	\$	\$ 1,195
American Weekly—5,500; Parade			
3,320; This Week Magazine—6,120	14,940	161,874	*******
ake-O-Nuts, Inc.		500	
Last advertised in January, 1952		588	1,260
Last advertised in April, 1951			3,170
eatrice Foods Co. (Lambrecht's Candy) See February, 1953	388	388	
eech-Nut Packing Co. (Beech Nut Gum)			220.50
See February, 1953		196,630	112,55
Gourmet	185	185	
lumenthal Bros. See July, 1952, issue		1,837	2.60
lum's Confectionery			4,00
See September, 1952, issue		1,558	3,40
Life—33,235	33,235	139,144	124,89
rown & Haley Candy Co. (Almond Roca)			
Holiday	640	6,335	21,75
Last advertised in August, 1951			19
Cobbs Fruit & Preserving Co. (Honeysuckle Candy) See September, 1952, issue		4 029	
he Cracker Jack Co. (Campfire & Angelus Marshmallows)		4,028	******
See February, 1953		54,770	57,68
New York Times Mag.—217; New Yorker—2,559; Sunset—385Total	3,161	10,697	7,57
Cresca Co., Inc. (Pascall Candy)	0,110		
See December, 1952		6,008	3,98
February, 1953		7,787	8,41
Curtis Candy Co.  American Girl—1,700; Better Living—6,635; Everywoman's			
Magazine—5,475; Ideal Women's Group—5,200Total	19,010	186,190	113,30
New Yorker—3,015; Saturday Evening Post—18,630Total	21,645	26 210	25.9
ine Products Corp.	21,0%0	26,210	25,96
Fortune	900	1,800	
Tirst National Stores (John Carol Chocolates) Family Circle Magazine	402	402	
lavour Candy Co.			
See January, 1952, issue Frank H. Fleer Corp. (Fleer's Bubble Gum)			4
Family Circle Magazine—2,095; Life—34,340; Look—5,100;	2.22		
Saturday Evening Post—5,760	47,295	236,671	72,7
Gourmet—660; Holiday—1,250Total	1,910	8,960	4,8
I. Hamstra & Co. (Droste Chocolates) Gourmet	105	1 020	2.4
Senry Helde, Inc.	185	1,836	2,4
Life	2,720	49,215	57,3
Gournet	185	555	0140
mperial Candy Co., Inc.			
See November, 1952		138	****
Last advertised in March, 1952		116	****
oy Candy Shoppes. Inc. Country Gentleman	884	2 631	
Alberty Orchards Co.	00-1	2,631	0000
See February, 1953		377	00-1
He Saver Corp. See February, 1953		464,010	465.5
Mars, Inc.			
See February, 1953		134,621	178,3
See January, 1953		12,006	****
Vational Dairy Products Corp. (Kraft Caramels)			

New England Confectionery Co. (Necco Candies)			7.50.0	
Look	***************************************	17,130	93,745	155,980
See July, 1952, issue			9.480	6.420
Peter Paul. Inc. (Mounds & Almond Joy Bars) See January, 1953			172.706	272.217
Perkins' Salt Water Taffy			1/2,/00	214,41
See January, 1953	************************		283	07033000
Planters Nut & Chocolate Co.				
Scholastic Magazines	0211022770204628020202020	4,135	152,715	170,398
Thomas D. Richardson Co. See January, 1953			74.205	67.130
Rockwood & Co. (Rockwood Wafers)	***************************************		7 4,200	07,100
Better Living—3,515; Everywoman's Magazine—				
Circle Magazine—6,610; Woman's Day—7,120		20,145	84,635	119,685
Saleway Stores. Inc. (Roxbury Candy) & Fluffi-est Marshm Family Circle Magazine		7,250	27.330	11.700
Frank G. Shattuck (Schrafft's Chocolates)	91910101101010101010101010101010	7,600	27,000	11,700
Saturday Evening Post	***************************************	23,470	103,315	77,330
Sophie Mae Candy Corp.				
Everywoman's Magazine—2,277; Woman's Day	—10,500 <b>Total</b>	12,777	74,130	23,729
Russell Stover Candies Saturday Evening Post		11,735	11.735	9,625
Sweet Candy Co.	>>>>>>>0000000000000000000000000000000	11,755	11,700	5,025
Last advertised in March, 1951	**********************			700
Sweets Co. of America (Tootsie Rolls)				
See September, 1952, issue			3,138	43,659
Switzer's Licorice Co. Family Circle Magazine		1,380	36.139	70,150
Vernell's Fine Condies, Inc.	******************************	1,000	00,100	70,100
Good Housekeeping-1,134; Life-2,016	***************************************	3,150	39,274	2,485
James O. Welch Co. (Coconut bar & Mint Patties)			150 500	101001
See February, 1953	***************************************		152,596	164,934
Cosmopolitan—7,600; Life—37,500; Saturday	Evening Post			
20,360		65,460	403,269	398,230
Wilbur-Suchard Chocolate Co., Inc.				
Life	************************	12,800	51,200	44,400
R. C. Williams & Co., Inc. (Tobler Candy)  Gourmet—465; New Yorker—1,580; Town &	Country_2 045.			
N. Y. Times Magazine—593		2,638	11,467	5.753
Wm. Wrigley, Jr., Co.		2,000		
Better Living-5,148; Everywoman's Magazine-				
Circle Magazine 8,328; Parent's Magazine 4		01 007	000 040	005 000
Woman—2,200; Woman's Day—8476 Zion Industries, Inc.	Total	31,827	362,640	295,020
See January, 1953			300	105
Total Magazine Advertising Expenditure		\$345,155	\$3,453,110	\$3,273,518
Radio and Television				January
Sponsor	Wateral	No. of Stations	Time	/anaan /
American Chicle Co.	Network	No. of Stations	11me	
	ABC-TV	47	4 30-min. a	hows
Fred W. Amend	ABC-TV	16	3 30-min. s	
Gold Medal Candy Co.	NBC-TV	Local	4 15-min. s	
Hawley & Hoops, Inc.	CBS-TV	36	4 30-min. s	
Walter H. Johnson Candy Co.	ABC-TV	43	5 30-min. s	
Kraft Foods, Inc.	Mutual	532	4 15-min. s	
Luden's	NBC-TV	46	4 15-min. s	
Mars, Inc	ABC-TV	37	4 30-min. s	
	CBS	176	4 30-min. s	hows
Sweets Co. of America	ABC-TV	30	4 15-min. s	hows
		37	5 30-min. a	
Williamson Candy Co.	Mutuel	518	2 30-min s	

This is the book you've been waiting for!

Mutual

CBS-TV

CBS

518

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186

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Originally written for and printed in The MANUFACTURING CONFECTIONER, these important chapters on cost control are now available in book form

PROFITS THROUGH COST CONTROL for Manufacturing Confectioners

by Frank Buese and Erich G. Weissenberger of the A. T. Kearney & Company

2 30-min. shows

5 30-min. shows

4 30-min. shows 4 30-min. shows

Send today for your copy. \$2 covers the entire cost of printing and mailing the booklet. Orders will be filled promptly.

The MANUFACTURING CONFECTIONER Publishing Company
418 North Austin Boulevard
Oak Park, Illinois

Williamson Candy Co. ... William Wrigley, Jr., Co.

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1,195

1,268 3,170

2,555

2,605 3,406 24,897 21,750

7,689 7,575 3,981 8,417

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7,300

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(Purch Appearan priced Box: Or printed Appearan Number Dark Light Jordan Coatings Colors Gloss: String Taste: Dark co Choco Pink e vor. Orang Lemon Maple Vanill Caram Light co Lemo Maple

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# Wherever orange oil is used EXCHANGE Brand is preferred

For the true aroma and flavor of fine California oranges, use EXCHANGE Oil of Orange in your products.

EXCHANGE orange oil is made entirely from selected oranges from the groves of sunny California. This finer fruit, plus carefully controlled

processing, gives you an oil of unmatched fragrance and uniform performance.

Specify Exchange Oil of Orange for complete satisfaction. This superior orange oil has been known for more than a quarter-century for quality and uniformity.

# **Sunkist Growers**

PRODUCTS DEPARTMENT Ontario, California

Produced by
THE EXCHANGE ORANGE PRODUCTS CO.
Ontario, California

Distributed in the U.S. exclusively by Dodge & Olcott, Inc. 180 Varick St., New York 14, N.Y.

Fritzsche Brothers, Inc., 76 Ninth Ave., New York 11, N. Y.





# The MANUFACTURING CONFECTIONER'S

# Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this importial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of trank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

# Code 3B53 Assorted Chocolates 1 lb. for 79c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of package: Good for this priced candy.

Box: One layer type, buff paper top printed in white. Cellulose wrapper. Appearance of box on opening: Good. Number of pieces:

Dark coated: 10 Light coated: 20 Jordan Almond: 1

Coatings:
Colors: Good.
Gloss: Good.
Strings: Good.
Taste: Fair.
Dark coated centers:

Chocolate cream: Good.

Pink cream: Could not identify fla-

Vor.

Orange cream: Good.

Lemon cream: Fair.

Maple cream: Good.

Vanilla cream: Good.

Caramel: Fair.

Light coated centers:

ight coated centers: Lemon cream: Fair. Maple cream: Good. Coconut paste: Good. Vanilla cream: Good. Coconut cream: Good.

Caramel: Fair.
Ting ling: Good.

Cream: Could not identify flavor. Lemon cream: Fair.

Nougat: Fair.
Nut Taffy: Good.
Coconut paste: Good.
Raisin cluster: Good.
Chocolate fudge: Fair.
Chocolate cream: Fair.
Jordan almond: Good.

Assortment: Good.

Remarks: Suggest some of the flavors be checked up. One of the best assortments of chocolates at this price we have examined this year.

# Code 3C53 Chocolate Caramel Pecan Chews 1 lb. for \$1.60

(Purchased in a restaurant, New York, N. Y.)

Appearance of package: See remarks.

Box: Two layer type, square; full telescope. White paper top printed in

orange and gray. Name in gray.

Appearance of box on opening: Fair.

Pecan chews:

Chocolate: Light

Color: Good.
Gloss: Good.
Shape: Good.
Texture: Good.
Taste: Good.
Center: Good.

Remarks: This is the best piece of this kind we have examined. Very good quality. Suggest a cellulose wrapper as box had finger marks and other soiled spots.

# Code 3A53 Assorted Chocolates 1 lb. for \$1.19

(Purchased in a chain department store, Chicago, Ill.)

Appearance of package: Good.

Box: One layer type, white embossed paper top printed in blue and gold.

Cellulose wrapper tied with pink grass ribbon.

Appearance of box on opening: Good. Number of pieces:

Milk chocolate coated: 12 Dark chocolate coated: 9 Nut caramel chews: 3 Nut caramel ½ dipped: 1

Jelly squares: 3 Caramallow: 1 Nut roll slice: 1

Vanilla marshmallow caramel: 1 Jordan almond: 2

Chocolate coatings: Good.
Gloss: Good.

Strings: Good.
Colors: Good.

Milk chocolate coated centers:

Orange cream: Good. Vanilla cream: Good.

Pink cream: Could not identify fla-

Vanilla nut caramel: Good. Vanilla caramel: Good. Chocolate fudge: Fair. Nougat: Poor.

Mint jelly & marshmallow: Good.

Dark coated centers:
Maple cream: Flavor poor.
Peppermint cream: Good.
Coconut cream: Fair.
Orange cream: Good.

Cream: Could not identify flavor. Nougat: Poor.

Mint jelly & marshmallow: Good. Lemon cream: Flavor poor.

# Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below. When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages



Assorted nut chews: Good.
Jelly squares: Flavors poor.
Caramallow: Good.
Nut roll slice: Good.
½ dipped nut chew: Good.

Assortment: Good.
Remarks: Suggest nougat formula be checked as it is a very cheap nougat
Also some of the flavors need checking as they are not up to standard.

# Code 3D53 Milk Chocolate Coated Butter Almond Crunch 4 ozs. for 50c

(Purchased in a department store, Chicago, Ill.)

Appearance of package: Fair. See remarks.

Box: Oblong, two layer type, buff paper top printed in brown.

Appearance of box on opening: Good Foil liner. Pieces in cups.

Coating: Milk: Good. Center:

Color: Good. Texture: Good. Taste: Good.

Remarks: One of the best butter almond crunch pieces we have examined in some time. Suggest a cellulose wrapper as box was soiled.

# Code 3E53 Chocolate Panned Coconut Drops 51/4 ozs. for 23c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of package: Good.

Container: Folding box printed in maroon and white. Name in gold. Top and side window.

Drops: Coating: Good. Panning: Good. Finish: Good. Center:

Color: Good.
Texture: Good.
Taste: Good.

Remarks: The best coconut paste pied of this kind we have examined it some time.

# Code 3F53 Assorted Miniature Milk Chocolates 1 lb. for 79c

(Purchased in a chain drug store, Chicago, Ill.)

Appearance of package: Good for this priced chocolates.

Box: Two layer type, oval window is center. White paper top printed is blue, red and gold. Cellulose wrappe

Appearance of box on opening: Good Number of pieces: 79

Foiled: 2 Coating: Milk chocolate

Color: Good. Gloss: Good. Strings: Fair.

Taste: Good for this priced candy Cordial:

Vanilla chew: Fair.
Vanilla cream: Good.

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Pink cream: Could not identify fla-

Maple cream: Good.

Chocolate cream: Lacked flavor.

Peppermint cream: Good. Lemon jelly: Good.

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Vanilla caramel: Partly grained. White cream: Hard. Could not iden-

tify flavor. Assortment: Too small for a miniature

one pound assortment.

Remarks: We cannot expect too much for 79c but a number of pieces could be added to improve the assortment. Suggest that some of the flavors be checked up.

# Code 3G53 Fruit Slices 1 lb.

Sent in for analysis #4743 Appearance of package; Good.
Container: Light board tray oblong. Overall printed cellulose wrapper; colors, blue, white and orange.

Slices: Colors: Good.

Sugaring: Good. Shape: Good. Texture: Good.

Flavors: Lemon-Orange-Lime & Raspberry: Good.

Remarks: A neat and attractive package for this type of confection. Very well made and very good flavors. Should retail at 69c to 79c the pound.

# Code 3H53 **Assorted Chocolates** 1 lb. for \$1.69

(Purchased in a department store, New York, N. Y.)

Appearance of package: Good.

Box: One layer type, yellow paper top printed in green, red and blue and pink. Imprint of a City Square and Arch in colors. Cellulose wrapper.

Appearance of box on opening: Poor. See remarks.

Number of pieces: Dark coated: 38

Chocolate almond caramel: 1

Nut clusters: 4 Praline: 4 Nut crunch: 2 Coating: Dark: Color: Good. Gloss: Good.

Strings: Good. Taste: Good. Centers:

Orange colored marshmallow: No flavor.

Vanilla marshmallow: Good.

Kernel paste: Good.

Cordial cherry—Shell piece: Good. Coffee cream—Shell piece: Good. Pink cream: Could not identify fla-

Lemon cream: Poor flavor.

Pink cream: Could not identify flavor.

Coconut paste: Good.

candy Cordial: Could not identify flavor. Yellow colored marshmallow: Could not identify flavor.

Pink marshmallow: Could not identify flavor.

Almond caramel: Grained.

Nut clusters: Good. Praline: Good. Nut crunch: Good.

Assortment: Too small for this priced

chocolates.

Remarks: Centers are not up to the standard of this price candy. Package opened up badly. The nut pieces and dust from the nut crunch was all over the other pieces. Suggest the nut crunch be wrapped in cellulose. Flavors are not up to standard. The centers also need checking up.

# Code 3I53 **Assorted Chocolates**

# 1 lb. for \$1.00

(Purchased in a department store, Chicago, Ill.)

Appearance of package: Good.

Box: One layer type, printed in blue and white plaid design. Cellulose wrapper.

Appearance of box on opening: Fair. 8 broken pieces.

Coatings: Dark and Light:

Colors: Good. Gloss: Good. Strings: Good. Taste: Good. Number of pieces:

Light coated: 10 Dark coated: 18



Take steps NOW to add new sales appeal to your products with....



MANUFACTURED AND DISTRIBUTED BY WM. J. STANGE CO., CHICAGO 12, ILLINOIS OAKLAND 21, CALIFORNIA

IN CANADA: STANGE-PEMBERTON LTD., NEW TORONTO, ONT.

Bon bons: 2 Coconut kiss: 1 Dark coated centers:

Buttercream: Good. Orange cream: Good. Vanilla cream: Good. Maple cream: Poor flavor.

Mint cream: Good. Vanilla caramel: Good. Fruit nougat: Good. Coconut cream: Good.

Pink cream: Could not identify flavor.

Jelly: Could not identify flavor.

Orange cream: Good. Light coated centers: Maple cream: Poor flavor.

Raisin cluster: Good. Jelly: Could not identify flavor.

Buttercream: Good. Peanut cluster: Good. Vanilla cream: Good.

Nougat: Good. Bon Bons: Good. Coconut kiss: Good. Assortment: Good.

Remarks: Suggest flavors be checked up as they are not up to standard.

# Code 3J53 **Assorted Chocolates**

# 1 lb. for \$1.15

(Purchased in a department store, New York, N. Y.)

Appearance of package: Good. Box: Two layer type, top printed in a number of colors. Very attractive looking box. Cellulose wrapper. Name of package embossed in colors.

Appearance of box on opening: Good. Number of pieces: Dark coated: 15

Light coated: 9 Caramel-cellulose wrapper: 3 Caramel & nougat-cellulose wrap-

per: 1 Coatings:

Colors: Good. Gloss: Good. Strings: Good. Taste: Good.

Dark coated centers: Butter cream: Good. Chocolate butter cream: Good. Coconut cream: Dry.

Pineapple cream: Good. Orange cream: Good. Nut nougat: Good.

# CODE DATERS NAME MARKERS **PRICERS**

**Gummed Tape Printers** For The Candy Industry

Write for information

KIWI CODERS CORP. 3804-06 N. Clark St., Chicago 13, III. Dark nut cream: Good. Maple nut cream: Good.

Mint cream: Good. Caramallow: Good. Brazil & cream: Good.

Chip: Good. Mint: Good.

Light coated centers: Chocolate nut cream: Good.

Caramel: Good. Dark nut cream: Good.

Buttercream: Good. Chocolate nut cream: Good.

Chocolate buttercream: Good. Nut butter chip: Good. Nut taffy: Good. Nut crunch: Good.

Caramel & nougat-cellulose wrappers: Good.

Assorted caramels—cellulose wrappers:

Assortment: Good.

Remarks: One of the best \$1.15 boxes of assorted chocolates we have examined this year. Centers are well made and the quality of the candy is good.

# Code 3K53 **Assorted Chocolates** 1 lb. for 89c

(Purchased in a chain department store, Chicago, Ill.)

Sold in bulk. Coating: Milk

Color: Good. Gloss: Poor. See remarks.

Strings: Good. Taste: Good.

Peppermint cream: Good. Orange cream: Good. Maple walnut cream: Good. Vanilla caramel: Good.

Chocolate buttercream: Good. Nut nougat: Good.

Molasses chip: Good.

Assortment: Small. Remarks: There were five broken pieces that were hard and could not be identified. The pieces that were not broken were well made and good eating. The candies were in a bag and were probably tossed about during shipment. Thus the gloss was dull due to the rubbing together of the pieces.

> Code 3L53 **Assorted Chocolates**



# 1 lb. \$1.50

(Purchased in a department store, New York)

Appearance of package: Good. Box: Two layer type, French style extension top and bottom. Brown velour paper top. Name in brown. Tied corner to corner with brown ribbon. Bow in center. Brown sea

embossed in gold. Celulose wrapper. Appearance of box on opening: Good. Number of pieces:

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Dark coated: 43 Jordan almonds: 2 Foiled pieces: 2 Small gum drop: 1 Coating: dark.

Color: Good Gloss: Fair Strings: Good Taste: Good Centers:

Nougat: Good. Cordial Pineapple: Good.

Vanilla Nut Caramel: Partly grained Cooker. E Pink Jelly: Could not identify flavor. CONFECT

Chocolate Caramel: Good. Lemon Cream: Flavor poor. Raspberry Cream: Flavor poor.

Caramallow: Caramel grained. Vanilla Cream: Good.

Pink Cream: Could not identify flavor.

Coffee Cream: Good. Vanilla Fudge: Good.

Maple Pecan Cream: Not a good maple flavor.

Vanilla Marshmallow: Good. Mint Marshmallow: Good. Coconut Cream: Good. Caramel & Jelly: Good.

Mint Gum and Marshmallow: Good.

Date: Good. Filbert: Good. Almond: Good.

Brazil: Very strong taste.

Solid Chocolate, Fancy Shape: Good. Peppermint Cream: Not a good peppermint flavor.

Gum Drop: Good.

Panned Almond Flavored Cream: facturing

Assortment: Contained too many creams for this priced chocolates. Remarks: Suggest checking coating as

it did not have a good gloss. A better grade of flavors could be used for this price chocolates.

# **BAGS ROLLS SHEETS**

We manufacture cellophane and polyethelyne bags, rolls, and sheets. Plain or printed, low cost, guaranteed quality, prompt delivery. Samples and prices on request.

"To Sell Well You Must Bag Well"

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172-02 39th Ave., Flushing 58, N. Y. Tel. Flushing 8-1664



### MACHINERY FOR SALE

FOR YOUR PLANT-Charms Straight Sugar Cooker; 32" N. E. Coater; Huhn Dryer and Cooler; National 1000-lb. Syrup Coolers; Simplex Steam Vacuum Cooker; 1 FA-3 with 4 changes; Instant Fondant Machine. Box 132, The MANUFACTURING CONFECTIONER.

GOOD EQUIPMENT—Peerless Plastic Machine with 3 sets of dies; Hohberger Glant Size Hard Candy Cooker; Triangle Bag Filler, double spout; D. F. Wrapper; grained.

Gooker, Box 133, The MANUFACTURING of the contraction of y flavor. CONFECTIONER.

> CANDY MAKING EQUIPMENT-16" Notional Enrobers (2), 40' tunnels, Cold Ta-bles and Bottomers; 500 lb. Dough Mixer and Motor; Werner Syrup Cooler; 5' Ball leater and Motor; Savage Marshmallow Beater, Pulley Drive; Wooden Mogul and National Depositor; National Depositor, 10-12-15-16-17-20 and 24 Pump Bars; No. 17 Hydroseal Pump Bar; No. 24 Hydroseal Pump Bar; Copper Pre-melt Cream Kettles

(2), with agitators; Copper Cooking Kettles; (2), no agitators; 1400 Starch Boards and Colseth Truck; Mills Marshmallow Beater, Pulley Drive; Hand Copper Kettles, 25 to 200 lb.; 7' Batch Rollers (2) and Motors; 6' Batch Roller and Motor; Mills Drop Machine, rolls, belts and Motor; Scholl Drop Machine, rolls, belts and Motor; Mills Cut Rock Cutter (new); Drop Frames; Crimp Braid Hand Machines; Brass Rolls; Butter Cup Cutters—1/2" to 1-3/4"; Racine Caramel Cutters (3) and Motors, extra knives and spacers; Mills Nougat Cutter and Mo-tor, on roller skid; 40' Steam Hose, good; Wood Trays (40), 16"x30"x4"; Wood Trays (70), 16"x30"x2-1/2"; Sizer and Motor; 10x14 Hand Dipping Boards (1000); 4-Pot Mills Copper Bon Bon Pots (2), tables with individual switches and table switches; Air Conditioner and Coils for brine system; Drum up-end Truck; Hand Printer; Many Mold Boards for Starch; Hard Candy Thermometers, 380-400, long and short stems; 90 lb. Steel Peanut Bar Roller; Various Small Hand Tools for Caramel and Hard Candy; 16" Sieves (12); Cane Cutter, Hand. Weaver. Costello & Co., Inc., 230-232 Bivd. of the Allies, Pittsburgh 22, Pennsylvania.

### **BUSINESS OPPORTUNITIES**

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are desirous of introducing their toffee products to the American market, and would welcome aquiries from interested selling organizations, who have facilities for handling and distrib-thing throughout America of first-cless confectionery in decorated packages and bulk at atremely competitive prices. Further details upon application to —

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# CLASSIFIED ADVERTISING For the Convenience of Our Readers

The Manufacturing Confectioner's classified section is designed to aid candy men in obtaining or disposing of used equipment, services and miscellaneous items. You will find that it pays to read and use the classified section.

In replying to classified ads with box numbers, please address letters to: Box Number, The MANUFACTURING CONFECTIONER, 418 North Austin Blvd., Oak Park,

Minimum insertion is 3 lines at 35c per line. 70c for bold face; not subject to agency discounts.

THE MANUFACTURING CONFECTIONER 418 No. Austin Blvd. Oak Park, Illinois

### MACHINERY FOR SALE

Package Machinery Co. Model K Kiss Wrapper, with fan-tail twist ends. Box No. 303, The MANUFACTURING CONFEC-TIONER.

I Lehman late style 9 compartment largest production Type 88 DSL Cracker and Fanning Machine. 3 Lehmann and National 36" Triple Stone Mills. Must be sold im-mediately. Box 304, The MANUFACTURING CONFECTIONER.

2 Carver 5-pot and 10-pot fully automatic Cocoa Butter Presses, metal pads, with automatic filling, ejecting and complete pressure pump system. 1 Lehman Cocca Powder Outlit, complete. Box 305, **The** MANUFACTURING CONFECTIONER.

One Die Pop Machine perfect condition. Also one Pop wrapping Machine heat sealing type brand new with new machine guarantee, both machines equipped with Verispeed Drives. Box 307, **The MANUFAC**-TURING CONFECTIONER,

MACHINERY FOR SALE—TWO TUBE SEMI-AUTOMATIC FILLER. Stainless steel hopper. Variable speed motor attached. Box 309, The MANUFACTURING CONFEC-TIONER.

MACHINERY-U. S. Automatic Cartoning Machines; latest type Hohberger Cream Machine; LP-3 Pop Wrapper; Cell-O-More Pop Wrappers; Lynch Wrap-O-Matic; Palmer Box Machines, lock type; 350-gallon Gum Kettle; 32" Enrober. Box 131, The MANUFACTURING CONFECTIONER.

### POSITION WANTED

PAN MAN AVAILABLE: 35 years experience in general pan line. Hot and cold grossing finish and polish, including chocolate pan work. 15 years in charge pan department as foreman. Best of references. Desires a charge. Box 235, **The MANU-**FACTURING CONFECTIONER.

POSITION WANTED- A thoroughly experienced consultant in the manufacturing of Malted Milk Bars and Balls and other expanded items. Thorough knowledge of all phases of installing and operating chocolate pan room. Box 308, The MANUFACTUR-ING CONFECTIONER.

POSITION WANTED - Experienced Pan Man available for position as foreman. 36 years experience. 28 as foreman. Complete line in Pan work, excluding none. Prefer East or West coast. Box 302, The MANUFACTURING CONFECTIONER.

POSITION WANTED-Chocolate and enrober foreman seeking job with reliable firm. Best references. Box 306, The MANU-FACTURING CONFECTIONER.

for March, 1953

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Office and Sales Room
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"Worlds Finest Candies" 911 Richmond Drive, S.E.

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Terr: New Mexico, Arizona & Paso, Texas area

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Terr: Eleven Western States

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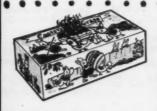
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